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1927

THE JOURNAL
OF THE
Meat Packing and Animal Industry

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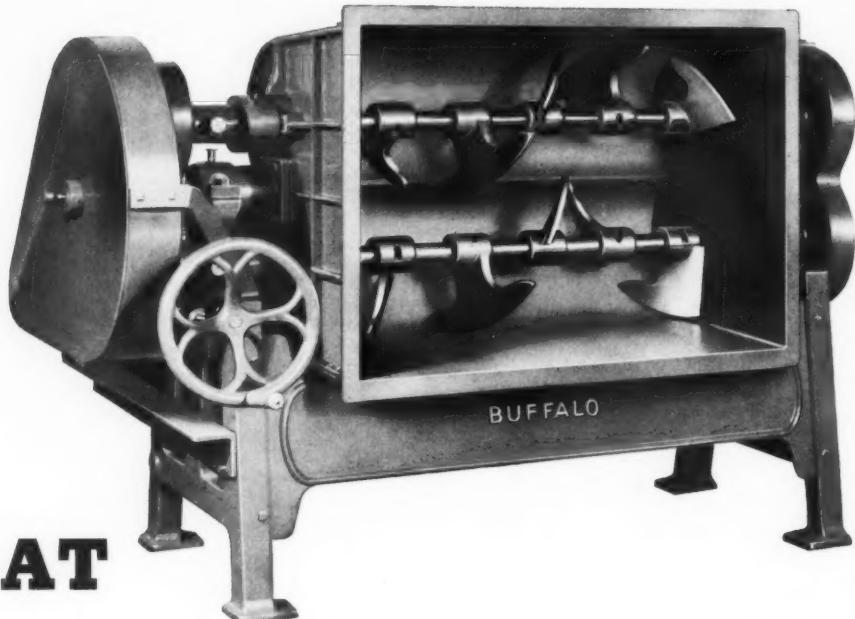
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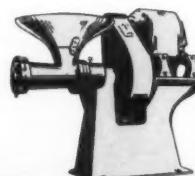
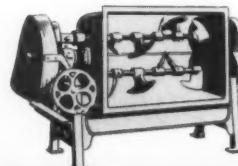
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3 DAY HAM CURE

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THE NATIONAL PROVISIONER

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★

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"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports
daily market transactions and
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and greases, sausage materials,
hides, cottonseed oil, Chicago hog
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"BOSS" SAUSAGE MACHINES IN DEMAND

We have made this statement for quite some time; here is another proof!

The four grinders shown in process are our No. 451, designed and built especially for medium-size plants that require heavy-duty machines.



"BOSS"
for
Best
Of
Satisfactory
Service

Note the well-balanced, sturdy construction of these "BOSS" Grinders. The stand for the motor also serves as housing for the magnetic controls. Push-buttons and the overload relay reset button are on the outside for ready access.

These machines may be furnished with two-speed motors, which permit operating the feed screw at half speed when the motor is switched into low. This is of decided advantage for plants

making fresh pork sausage which places a heavy demand upon the machine.

A safety ring around the hopper, for immediate stopping of motor and feed screw, is optional and can be furnished with the machine. This safety ring, when held off normal, will reverse the turn of the feed screw.

Further details on these machines will be gladly furnished on request.

The Cincinnati Butchers' Supply Corporation

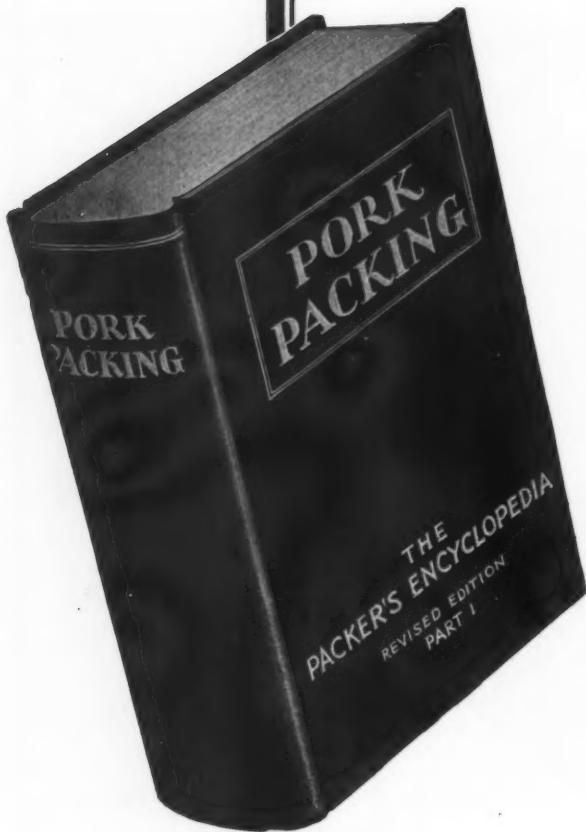
824 Exchange Ave., U. S. Yards,
Chicago, Illinois

Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio



Pork Department PROFITS



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Buying — Killing — Handling Fancy Meats — Chilling and Refrigeration — Cutting — Trimming — Cutting Tests — Making and Converting Pork Cuts — Lard Manufacture — Provision Trading Rules — Curing Pork Meats — Soaking and Smoking — Packing Fancy Meats — Sausage and Cooked Meats — Rendering Inedible Products — Labor and Cost Distribution — and Merchandising.

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depend on how you operate the pork division of your plant. So important is this activity that this whole 360-page volume is devoted to discussion of the problems which come up in pork packing—practical solutions that make for greater efficiency in operation.

KNOW YOUR COSTS — Particular emphasis has been laid on figuring of tests, which plays such an important part in pork operations. 100 pages of tables showing results of actual tests are a guide to the packer who wants to know how his product will figure out.

Utilizing the hog carcass to best advantage is a day-to-day problem, requiring not only constant study of markets, but also application of the results of this study to daily operations in the plant. "PORK PACKING" tells you how to match your output to the market demand.

For the Sausage Manufacturer

Chapter XIV: Stuffing the Casings — Handling large sausages — Smokehouse temperatures — Use of cookers and vats — Avoiding mold and discoloration — Trimmings — Curing — Mixing — Chopping and stuffing — Casings — Surface mold — Dry sausage — Sausage cost accounting — Sausage formulas — Manufacturing instructions — Container specifications — Preparing boiled hams — Making baked hams.

The sooner you order your copy the sooner you'll profit. ORDER NOW!

THE NATIONAL PROVISIONER

407 South Dearborn Street

Chicago, Illinois

THIS LETTER WON \$25⁰⁰

Wins Back Trade

by Robert Snair

THE majority of our customers are among the working class. With the prevailing high prices on fresh meats we noticed that quite a few of them went to cut-rate stores to purchase their meats. This meant lost business for us... in the meat department but in our grocery department as well.

On pages 18 and 19 of the July issue of *CHAIN STORE AGE* I came across the Armour advertisement telling about its canned meat. On page 83 I also read the American Can Company's story about selling more canned meats. These two advertisements gave me the idea of trying to sell my wandering customers on these products.

Our company recently stocked the Armour line and had sent us a display stand for the products. As canned meats had been more or less of a dead item in our store I did not make use of the display. Now I took the display stand out of the backroom and set it up in the most prominent spot in the store. It consisted of two bins, which we filled with dump displays of canned beef and Vienna sausage. Across the top was a shelf, where we place one of each of the Armour products. Every other day the items in the bins were changed and different ones shown.

By calling the attention of customers to the recipes on each can and also to the Good Housekeeping Seal thereon, we made many sales. We made a special effort to sell customers who had been going elsewhere for meat and in almost every instance were successful. Strange as it seems, this promotion has *helped* our meat department. When a customer went elsewhere to purchase her meats, the meat man lost all of her business. Now he sells her bacon, cheese, lunch meats and seafoods.

CANCO AD HELPS GROCER SELL MORE CANNED MEATS

THIS SUMMER I'LL SELL MORE CANNED MEATS than ever before

Here's how I intend to do it...



BUT I won't depend entirely on my displays—not on your life! I'll sell my customers on the idea of keeping some canned meats on their pantry shelves for emergencies—unexpected guests when the stores are closed; bridge

lunches; late evening snacks—and also on the idea of their being easy to serve. I'll suggest them for camping trips and for those customers who spend part of each year in trailers. Why not try my way just once? I'm sure you'll find it profitable!

Mail this Coupon



● When Grocer Snair saw Canco's ad in July "Chain Store Age" he immediately set to work to increase his sales of canned meats. He succeeded... and his letter describing his accomplishment won first prize in the contest conducted by the magazine. Here is visible proof of the part American Can Company advertising plays in building canned foods sales.

AMERICAN CAN COMPANY
230 Park Avenue  New York City

Week Ending October 2, 1937



BEEF · HOG · SHEEP

*Dependable Selection · Uniform
Quality · Prompt, intelligent
service · Always the best....
always a complete selection*

ARMOUR AND COMPANY · Chicago, U. S. A.

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

OCTOBER 2, 1937

Does BUSINESS use wrong BAROMETER?

BUSINESS seems to have had a case of the jitters over the stock market slump. This brings up a pertinent question:

What is the soundest business barometer? Is it stock speculation, or is the purchasing power of the country the safest measure of business conditions?

Purchasing Power

What are the facts as to purchasing power?

Statistics have shown increased employment in many lines. Wages generally have been substantially increased, and wage earners' income is considerably greater than a year ago. Relief for the unemployed is being continued.

Crops generally are bountiful. It is estimated that cash income from farm marketings this year will be close to 9 billion dollars. This exceeds 1936 farm income by over one billion dollars, and is more than double the farm income for 1932. Large crops mean more employment in harvesting and marketing, increased railroad and truck tonnage, more volume for processors, wholesalers and retailers. Every branch of industry will benefit.

Bank clearings, railroad car loadings, reports on retail trade distribution do not indicate any appreciable decrease in consumption.

It is time, as a wise commentator said this week, for business executives to remember that the basic factors in the economic situation are favorable; that farm incomes this year are the largest in years; that the national income has been increasing, and that the distribution of earnings is more widespread than ever.

Stock Market Conditions

It is unfortunately true that the stock market has a real effect on the psychology of business. When the whole list suffers a severe decline an effort is made to explain it. War scares, foreign liquidation and political uncertainties are all suggested as reasons for the break. Financial writers and commen-

tators, in trying to find an explanation for the rough road traveled by the stock market in recent weeks, may have made business men wonder if things are as good as they appeared to be a short time ago.

But business men should remember that certain factors of recent development have reduced the value of the stock market as a barometer of business conditions.

Under present restrictions of the SEC for the operation of stock exchanges sponsorship of stocks is difficult if not impossible. Hence the law of supply and demand is allowed to operate without any of the cushions against severe declines which formerly permitted liquidation without excessive shock to the whole price structure. In addition, it is much easier under present margin requirements to finance short selling than purchases of stock, and hence a market decline can be emphasized as compared with a market rise.

Business today is far better than the current state of affairs in the stock market would suggest. There has been a slowing up in some lines of manufacturing, it is true. Predicted inflation of commodity prices probably induced over-buying by some manufacturers and wholesalers, the result being that inventories began to accumulate. This slowing up does not necessarily indicate decreased consumption, but rather an adjustment of production and distribution to consumption.

The Packer's Prospects

Food consumption is not greatly affected by general conditions. Although demand for different kinds of foods may vary according to income of consumers, the total quantity consumed appears to be reasonably stable.

Packers will shortly begin a new fiscal year with record low inventories. Forecasts are that the supply of livestock—except hogs—the coming year will be ample but not excessive. Packers who thoughtfully plan and sensibly conduct their operations should have little cause to look forward to the coming year with misgivings.

LABOR Relations

How Packers Are Meeting the Labor Situation Locally

Buffalo Packers Settle

PLANTS of Jacob Dold Packing Co. and Danahy Packing Co., Buffalo, N. Y., were reopened this week following settlement of a strike of the firms' employees. Danahy and Dold employees voted in favor of the United Butchers, Meat Cutters and Packers Union—C.I.O. affiliate—as their collective bargaining agency in an election conducted under the direction of the National Labor Relations Board.

President Edwin C. Andrews of the Jacob Dold Packing Co., and Hugh Thompson, regional director of the C.I.O., issued the following joint statement:

"The Jacob Dold Packing Co. has signed a contract with the United Butchers, Meat Cutters and Packers Union, Local 105, affiliated with the C.I.O., which has been certified as the bargaining agency after an election conducted under the direction of the National Labor Relations Board.

"Under the terms of the contract there will be no change in wages at the present time, and consideration of wages has been deferred until January 1, 1938.

"While a large majority of the employees of the company are members of the United Butchers, Meat Cutters and Packers Union, Local 105, the company will give the union an opportunity to solicit non-union members for the next ninety days. It is the desire of both the company and the union to reopen the plant as rapidly as possible."

The Dold company did not agree to a closed shop but specified that while employees would be advised that they could contact the representative of the C.I.O. in regard to affiliation, there would be no discrimination between union and non-union members and no solicitation or molesting of employees who did not wish to join the union.

The Danahy settlement was reported to have been practically the same as the Dold agreement.

St. Louis Packers Agree

Contracts have been signed by 25 St. Louis and East St. Louis meat packing companies with the Amalgamated Meat Cutters and Butcher Workmen—A. F. of L. affiliate—according to an announcement by Earl Jimmerson, international vice president of the union. Three of the contracts were signed last week, while others have been entered into during recent months. While individual contracts have been signed with each firm, an attempt has been made to achieve uniformity.

The union vice president stated that contracts provide for union recognition and wage increases. Wage scales under the contracts range from 52 cents an hour for women to 65 cents to \$1.15 an hour for men. It is claimed that the new scale in some instances represents an increase over wages paid in 1933 of 20 cents an hour for unskilled workers and 30 cents an hour for skilled workers.

Other contract terms are: recognition of union as sole bargaining agent for employees; closed shop; no strikes or lockouts during life of contract, and guarantee of 32-hour work week.

Allege Company Union

A complaint against a large packer at Denver, charging the company with violation of the national labor relations act through alleged sponsorship of a company union, has been issued by the regional director of the National Labor Relations Board at Denver. Amalgamated Meat Cutters and Butcher Workmen No. 641 and the United Packing House Workers Local Industrial Union No. 300 are the complainants. The complaint charges the packer "encouraged, allowed and permitted supervisory employees, acting in the interest of the company, to promote and encourage membership in the Packing House Workers Security League."

FOOD PRICES WILL HOLD

During the next few months the average price of foods is likely to swing back and forth within the limits of a comparatively narrow zone, according to the American Institute of Food Distribution. In spite of some sacrifice selling as a result of financial pressure and occasional spells of fractional weakness, factors governing food markets indicate that food prices will probably stay within 5 per cent of the present level until they come under the influence of outlook for production and costs in 1938. The Institute reports the present average food price as 3 per cent higher than last September, although markets then were holding the gains made because of short food production in 1936.

Explaining the fact that food price levels are above last September, in spite of large 1937 harvests in all parts of the country, the Institute cites three separate and distinct influences that have maintained markets in good condition, and that will continue to affect prices during the coming consuming months:

- (1) Unusually large consumption from a more prosperous public;
- (2) Sellers' and buyers' confidence that next year's costs will be higher;
- (3) Government support in some of the seriously weak places, with belief that this support will revive markets whenever income of farmers is seriously threatened.

TRAFFIC News

Information for Packer Transportation Departments

Eastern Meat Rate Case

Eastern Meat Packers' Association has asked the Interstate Commerce Commission for further hearing and reconsideration of its case against Western roads, which was later joined with the Midwest Association of Meat Packers against the same roads, involving rates on cattle, calves, hogs and sheep from points in the Western district to points in official territory. The complaints had previously been dismissed by the commission on the finding that the rates were not unreasonable.

In their petition for reconsideration attorneys for the Eastern packers alleged that the commission made many errors and disregarded principles of rate making that had stood for many years when it dismissed these complaints. Also that the majority report of the commission was in error in its assumption that livestock moving from the West to Eastern markets was of a considerably greater average value than animals moving to market at Western points. Newly discovered evidence and facts are to be offered which it is claimed will show error of the commission's conclusion.

In its refusal to condemn rates on livestock that were higher than the contemporaneous rates on packinghouse products established for the most part by the commission, the petition states that the majority erroneously ignored the principle of rate construction applied in *John Morrell & Co. vs. N. Y. C. R. R. Co.*, in which the commission said that "in general if livestock and cured meats are entitled to rates lower than those on fresh meats in one instance, they should also be entitled to lower rates substantially in the same proportion, and vice versa, in all instances where transportation conditions are similar."

Petition of the Eastern packers pointed out that the majority overrode the principle that a commodity rate in excess of the contemporaneous classification basis was an abnormality requiring special justification.

"There is no analogous case," says the petition, "in which the Commission has at any time approved commodity rates on live stock that are higher than the contemporaneous class rates. A commodity rate higher than the contemporaneous class rate is *prima facie* unreasonable. There is no substantial evidence on the present record to overcome the *prima facie* presumption."

Watch Classified page for good men.

The National Provisioner

PROBLEMS of the PACKING BUSINESS

★ Some of the Topics to be Discussed at Packers' Convention in Chicago

WHAT are some of the latest developments in regard to air conditioning for the ageing of beef cuts?

Is the wide plastic range of lard an advantage?

Does the information you have regarding yields in your plant give you the points you should have?

What are some practical accounting methods for a packing plant of medium size?

What is the role of sugar in the curing of meat?

Section Meeting Programs

These and many other questions pertaining to the practical operation of a meat packing business will be answered by speakers on the sectional programs, October 22 and 23, of the thirty-second annual convention of the Institute of American Meat Packers, to be held at the Drake Hotel in Chicago.

Tentative program of the section meetings on October 22 and 23 (the general convention sessions will be held on October 25 and 26) is as follows:

Friday morning—Operating and Chemistry Section. Accounting Section.

Friday afternoon—Operating and Chemistry Section. Sales and Advertising Section.

Saturday morning—Engineering and Construction Section. Sausage Division.

Accounting Discussion

On Friday morning at 9:30 accountants of the meat packing industry will hear discussions of a number of timely topics. G. M. Pelton, comptroller of Swift & Company, will preside at the meeting of the Accounting Section. A discussion of practical accounting methods for a packing plant of medium size will be given by E. A. Brunner, assistant treasurer, Henry Lohrey Co., Cincinnati, O., and Henry M. Fink, office manager, Kuhner Packing Co., Muncie, Ind. Following this discussion K. R. Woodruff, secretary of Hygrade Food Products Corporation, will offer a few pertinent comments on "Social Security Tax Records."

In line with the recent recommendations made by the special committee appointed by the Institute to aid in the investigation of trade practices D. R. Cowan, of the commercial research department of Swift & Company, will discuss some features of this program which are of primary interest to the accounting branch of the industry. The title of his talk will be "Getting the Facts about Distribution Costs and Profit Margins." Howard C. Greer, Di-

rector of the Institute's Department of Organization and Accounting, will close the Accounting Section Friday morning with a discussion on "Profits and Capital Requirements in the Packing Industry."

Small Orders and Deliveries

In addition to the talks to be given at the Accounting Section meeting, accountants attending the convention will find topics of interest in the programs of the other technical sessions on these two days.

On Friday afternoon H. C. Greer will present to the Sales and Advertising Section meeting the results of an up-to-the-minute survey by the Institute of distribution costs and profit margins on large and small orders. At this same meeting George M. Lewis, associate director of the Institute's Department of Marketing, will report on the Institute's recent survey of meat packers' delivery schedules in more than a hundred trade areas throughout the country.

Yields and Test Forms

At the Operating Section, also on Friday afternoon, W. T. Stone of Wilson & Co., will talk on "The Making and Interpretation of Yield Tests," explaining the method of making and checking tests on manufacturing processes.

On Saturday morning, at the meeting of the Sausage Manufacturers Division, there will be a discussion of a revised sausage cost test form and of the deficiencies in present cost accounting and

sausage operations as disclosed by a recent cost study conducted by the Institute.

Sugar in Curing

During the last two years there has been a great deal of research dealing with the role that sugar plays in the curing of meat. On Friday morning at the opening session of the combined Operating and Chemistry Sections—of which E. N. Wentworth of Armour and Company is presiding chairman, and L. M. Tolman of Wilson & Co., is program chairman—Dr. W. Lee Lewis, director of the Institute's Department of Scientific Research, will offer the latest data on this subject.

Last summer Mr. Tolman made a trip to Europe and visited the birthplace of the well-known frankfurter in Germany. The impressions he received on the visit to this important spot in the history of the American meat packing industry will be outlined by him at this meeting. He also will discuss some of the broader aspects of European meat packing as compared with American methods.

Temperatures and Rancidity

Following these discussions Hugo Pagenstecher, Chicago representative of the Taylor Instrument Co., Rochester, N. Y., will speak on "The Selection and Care of Thermometers and Temperature Measuring Instruments in the Packing Plant," and Professor Sleeter Bull of the University of Illinois will discuss



WHAT DO YOU KNOW ABOUT SUGAR IN CURING?

"The Use of Oat Flour in the Preservation of Meat."

At recent Institute conventions members have heard discussions dealing with the value of lard as a shortening agent. Further work in this field has been conducted continuously since that time by the Institute, and two members of the staff of the Institute's Department of Scientific Research will add to the information already available to members.

Lard Problems

Ve Nona Swartz will open the afternoon session of the Operating and Chemistry Section—at which A. F. Hunt, vice president of Swift & Company, is presiding chairman, and H. J. Koenig of Armour and Company is program chairman—with a talk on "Lard

A discussion of operating developments in 1937 is scheduled to be included in the afternoon session of the Operating Section. R. M. Connor, Cudahy Packing Co., will outline interesting projects which have originated or have been perfected during the past year.

Engineering and Construction

In the Engineering and Construction Section meeting on Saturday morning, October 23—of which Allen McKenzie of Wilson & Co., is presiding chairman and H. P. Henschien is program chairman—H. E. Walcott of the Niagara Blower Co., will discuss the details of air-conditioned installations for the ageing of beef cuts in coolers which have been found satisfactory in actual practice.

In the discussion of "Modern Pork



ARE YOUR BEEF COOLERS AIR CONDITIONED?

Has a Wide Plastic Range—What Does It Mean?" Following Miss Swartz's talk Dr. F. C. Vibrans, of the Institute's technical staff, will outline "Some Practical Studies on Bleaching Lard."

Packaging

In his talk on "Trends in Wrapping and Packaging Packinghouse Products" F. G. Cummings of John Morrell and Company will discuss briefly recent changes in specifications for wrapping papers, labels, cartons, adhesives, stockinette and shipping containers, including solid wood, plywood, veneer, solid fibre and corrugated paper board.

Accurate information regarding yields of meat animals is essential for the guidance of executives in the operation of a packing plant. W. T. Stone of Wilson & Co., will summarize how tests for yields are made and note precautions necessary to obtain on conducting them and in their interpretation and application. He will give also a few concrete examples as illustrations in his talk on "The Making and Interpretation of Yield Tests."

Cutting Layouts" Dr. A. O. Lundell of Albright-Nell Co. will outline essential features of modern pork-cutting layouts and labor-saving layouts which are being incorporated in a recent installation.

"Depilating Hogs with Adhesive Mixtures" will be the subject of a talk by H. K. Gillman of the Tobin Packing Co., which will cover details of a method of depilating hogs after they have been through the dehairing machine which has been developed at the Tobin plant.

Water Supplies

Shall I invest in a private well? Can I rejuvenate my present well? Is my well equipped with all of the up-to-date conveniences? These are some of the questions which will be answered by John Sewell, of the Sewell Well Co., in his talk on "Well-Water Supply Systems."

In addition to the foregoing tentative program of the meetings of these four sections, interesting programs also are being worked out by the Institute for the Sales and Advertising Section meeting on Friday afternoon and the Saus-

age Division meeting on Saturday morning. Details of these meetings will be announced later.

Convention Sessions

Well-known speakers on the regular session program on Monday and Tuesday, October 25 and 26—which have already been announced—include Dr. Harold G. Moulton, president of Brookings Institution, Washington, D. C., and C. A. Burmeister, senior economist, Bureau of Agricultural Economics, Washington, D. C.

The Monday afternoon session will deal specifically with new sales and distribution methods which some companies have applied in following the recommendations made by the Special Committee appointed by the Institute to aid in the investigation of trade practices. At this session talks will be given by W. S. Clithero, chairman of the special committee; Oscar G. Mayer, president, Oscar Mayer and Co., G. L. Childress, general manager, Houston Packing Co., and J. P. Spang, jr., vice president, Swift & Company.

In addition to other interesting and well-known speakers who are scheduled to appear on the convention program—details of which will be announced later—entertainment is being planned which will interest all delegates attending this year's convention.

PACKER SALES AND WAGES

Packers paid 10 per cent more wages during August to 4½ per cent fewer workers and for 7½ per cent less working time than during August, 1936, according to the monthly survey of the packing industry by the Federal Reserve Bank of Chicago. August production at inspected establishments was 19½ per cent less than in the same month last year, but 4½ per cent above volume during July, 1937. Packer payrolls at the end of August showed a reduction from July, 1937 of 3 per cent in number of employees and of 3½ per cent each in hours and wage payments.

Dollar sales by packers in August totaled approximately the same as in July, but were 4½ per cent larger than in August, 1936. Tonnage sold in August exceeded production by a wide margin, which resulted in a greater than seasonal decline in inventories. August export shipments of packinghouse products showed only a slight increase over July. There was fair demand for U. S. lard in the United Kingdom and quotations were slightly under Chicago parity. Cuban and Puerto Rican prices for lard were fully up to the United States basis, but trade declined because of limited supply offered.

Do you need a superintendent or foreman? Watch Classified page.

day
will

CANNED MEAT Merchandising

How One Packer Opened Up a Territory

CANNED meats are readily accepted by the American consumer when the truth is known about their quality and the economy of their use in the kitchen. Harmful magazine and newspaper publicity is discounted when the consumer learns the truth about the modern canned meat line which packers now offer to the trade.

Such harmful publicity is no longer common—though there have been some recent examples of it from sources which might be supposed to be friendly to canned meats.

Key to Sales Success

Merchandising and advertising efforts of quality canned meat processors are now giving the American consumer the real truth about canned meats. Such efforts must be continued to protect the good name of canned meats, as well as to stimulate sales volume.

Initial efforts in launching new ideas in canned meat items may largely determine their sales success. New canned meat specialties—each of high quality—are introduced from time to time by processors. Some catch the public fancy and become "best sellers;" others of equal merit fail to build the volume they deserve.

The answer is the method used. Some packers consider a new canned meat item a "natural," and expect it to sell itself. But experienced meat merchandisers and advertisers know the success attained by new products is due to modern merchandising methods as well as

to appeals of quality, economy and convenience.

Someone Always Pioneers

A few packers have obtained volume on some canned specialties without extensive merchandising and advertising endeavor. It is generally true, however, that some packer pioneers in a field. He breaks down consumer resistance and by persistent effort finally wins a place for a product on American tables.

History of the introduction of some products—such as canned whole hams, canned whole chicken, soups ready to serve without addition of water, and spiced ham and luncheon meat in 6-lb. and family size tins—reveals the importance of making a good start in selling such products. The inherent advantages in these products would undoubtedly have won them a considerable measure of consumer acceptance eventually. But it took faith, courage, persistence and a large measure of merchandising ability to build volume for them in a short time.

Success in introducing a canned meat product is quite likely to hinge largely

OUT WHERE HOUSEWIFE CAN SEE THEM

Canned meats have a major merchandising advantage—they can be attractively displayed on counters. Here is an attractive display of Hormel's canned meats and soups on the counter of a leading Pacific Coast food store.

on details, the importance of which may be overlooked in studying the general plan and trying to evaluate results. These steps to merchandising success, however, are fully appreciated by those who were responsible for execution of the plan.

How One Packer Did It

Introduction of Hormel's canned meat products in the Northwest is a specific illustration of such a successful method of merchandising. It is told here by Blanch Padgett, of the Hormel organization at Seattle, who had a part in the campaign under the direction of district manager W. J. Brennan.

Flavor Sealed canned whole hams of Geo. A. Hormel & Co. were placed on the market in the Pacific Northwest in 1927. Due to an old-fashioned consumer idea about canned meats, sales resistance to the new product was considerable. It was necessary to combat the same prejudices in the minds of salesmen and jobbers before a change in the consumer's viewpoint could be expected.

The policy of placing the product with leading purveyors for introductory purposes was strictly followed. This was principally because these concerns were substantial and enjoyed enviable reputations in their communities. People knew that products they advertised or



KNOWN BY COMPANY THEY KEEP

When introducing new meat items it has been the Hormel policy to do initial merchandising work with leading food stores in each city. Their prestige helps sales both to consumers and other dealers.

*Speed
up Sales*

SALESPACK IN

Genuine Safedge Tumblers



WITH
APPLIED
Color
DESIGNS

Discover the magic of packing in Genuine Safedge Tumblers. Their smartness and re-use value do the trick. Sales jump immediately. Ideal for chipped beef, sandwich spreads, bacon, mayonnaise, Canadian bacon and many other products. Speed up sales now. Get in touch with

Owens-Illinois Glass Company, Toledo, Ohio.

**OWENS -
ILLINOIS
SALESPACKAGES**

placed before the public were of unquestionable quality.

Advertising was also enlisted to aid in the introductory campaign. Mrs. Consumer began to sit up and take notice, and also to shed her doubts about buying ham with a tin jacket on it.

Consumer Convinced

At first, as previously mentioned, it was a whole ham in a can; then a half ham was introduced; and finally the quarter-size ham that appealed to smaller families and apartment house dwellers. Being solid meat with skin, surplus fat, bone and all inedible portions removed, Mrs. Consumer began to appreciate the fact that canned ham was, in spite of its first cost, a most excellent buy.

Such nationally known concerns as the Bon Marche department store, the Dutch Maid Products Co., Stalder's Delicatessen of Seattle, Wash.; Sealey Dresser Co., Meier and Frank Co. and Roy E. Lamb of Portland, Ore.; Roberts Brothers Co. of Tacoma, Wash.; Greenough's of Spokane and hundreds of other high class retailers saw the possibilities in these products, stocked them and cashed in on this new source of profit.

After the hams became well-established, pork luncheon meat in 6-lb. cans and spiced ham in 6-lb. and 3-lb. cans were introduced. These were followed by whole and half chicken in a can, boneless chicken and chicken a la King and recently by 12-oz. spiced ham and 12-oz. luncheon meat.

Sales Success

Many retailers have had spectacular success with these products. The Sealey Dresser Co., Portland, Ore., is recognized as a leading purveyor of fine food products in Oregon. In the beginning Sealey Dresser Co. stocked only the whole canned ham, then halves and finally quarters and other items as they came along. The products enjoyed such a tremendous turnover that this store now devotes a large section of its delicatessen section to them. Original orders from this concern were in two and three case lots. Its orders today average better than 25 cases at a time at frequent intervals.

Meier and Frank department store runs sales specializing on Hormel's Flavor-Sealed foods. It is not unusual for this firm to order the products in hundred-case lots. As the products are packed 6 to 12 cans to the case, it can readily be seen how many cans go into the hands of the consumer, with a fine profit to the retailer.

Roy E. Lamb of the same city operates five first-class stores situated in the best residential sections. His sales have mounted to a point where 50 cases at a time is a small order.

Growing Volume

In Seattle, where these products were first introduced, the Bon Marche store purchases regularly in 100 case lots, displays the products in the main foyer

of the store, and puts on a special sales girl for these particular products. It is not unusual for this store to sell anywhere from 250 to 300 cans per day.

Stalder's Delicatessen, recognized as a leading store in the state of Washington, carries a full and complete line of Hormel's products and at frequent intervals devotes its entire front window to their display. Another concern—Dutch Maid Products Co.—operators of Dutch Maid delicatessens, does likewise, with a turnover approximately ten times greater than it was two years ago.

New Items Popular

Recently Hormel introduced three new canned meat items—beef stew, spaghetti with meat balls and corned beef and cabbage. These are being marketed under the Dinty Moore brand name.

It is interesting to note that concerns whose original orders of these products averaged 25 or 50 cases, today average 100 cases and in many instances buy in straight carlots. A carlot to the West Coast means 60,000 lbs. gross weight. One can readily realize, therefore, the volume attained when it is known that even carlot buyers repeat frequently.

The 12-oz. consumer packages of spiced ham and spiced luncheon meat have received quick consumer acceptance. Eighty-five per cent of the retailers stock the item because it is sterile. It is not necessary to keep these meats under refrigeration and they net the retailer a good profit.

BILLION "HOT DOGS" A YEAR

There are approximately 375,000 "hot dog" dispensaries in the United States where the succulent "red dogs" are sold in rolls, says E. Balestier, jr., secretary of the National Sausage Casing Dealers Association. The average stand selling \$5 worth of merchandise daily shoves frankfurter volume into big figures. Annual consumption is well over a billion a year, requiring thousands of tons of fresh beef and pork and thousands of miles of casings.

"Natural casings are advocated," says Mr. Balestier, because they provide the best method for completely smoking America's national dish, the frankfurter. The skin of a naturally-eased "hot dog" is a meat product and is edible. When the frankfurter is properly cooked—that is, either steamed or broiled, rather than boiled or grilled—the skin is just as succulent as the meat and retains within the frankfurter the natural juices and spices essential to the proper appreciation of the product."

WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

for the trade

Fresh Roast Ham

Some sausage manufacturers find it profitable to handle such a specialty as baked fresh ham, which is a good seller for certain demand. An Eastern sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

Some of our customers are asking us for a roast ham. They explain that they do not mean a cured and smoked ham, but a fresh ham which has been roasted or baked. Can you tell us how to prepare such a product?

Either of the following methods may be used in preparing a good quality roast fresh ham.

Select a fresh green ham direct from the cutting floor, usually about a 12/14 lb. average. Remove bones and score fat side of ham lengthwise and crosswise, deep into fat but not deep enough to penetrate to lean meat. When ham is baked the fat shows up in cubes about 1½ in. square.

Do not lift skin from ham or remove any portion of fat. After bones are removed, the ham may be stuffed with a dressing similar to that used in the household for stuffing fowl for baking, or a dressing made of lean ground pork may be used. Salt ham thoroughly and sprinkle with a good amount of pepper on skin side.

Bake in an oven at 500 degs. F. for 20 to 30 minutes to sear meat. Then reduce temperature to 375 degs. and bake 30 minutes to pound. A 12-lb. ham will require about 6 hours baking.

Pre-Cooking Ham

Another method, using a green ham of same average, is as follows:

Bone out ham, remove skin and take off surplus fat. Leave about ½ to ¾ in. of fat on ham. Mix together salt and ground black pepper and rub some of mixture on inside of ham where bones were removed.

A little garlic may be added to salt and pepper for seasoning the ham, especially if the product is to be sold to Polish trade.

Place the boned ham in a ham boiling retainer and cook at 165 degs. from 4 to 5 hours. Remove ham from cooking vat but leave in retainer overnight while chilling. Take ham out of retainer next morning and rub again with salt and pepper seasoning mixture.

Put ham in bake oven and bake from 1½ to 2 hours at 250 to 300 degs. F. When cooked and cooled, the ham should be held in a storage cooler at 45 to 50 degs. Production should never exceed orders since this product will not keep indefinitely.

Sometimes the term baked fresh ham

is applied to a ham which has been in pickle cure for about 3 days or slightly longer. This product is cooked in a retainer and baked in same manner as fully cured baked ham. It is, therefore, covered with a syrup, baker's molasses or a commercial preparation specially made for this purpose and is baked until surface is brown and sugar is caramelized.

BONELESS LOIN YIELDS

What are typical yields of boneless loins from heavy loins boned out? A Midwestern packer writes:

Editor THE NATIONAL PROVISIONER:

Can you furnish us with a test on boning heavy loins, showing the yield in boneless loins, tenderloins, trimmings, etc.

The following test on 10 pork loins weighing 220 lbs. shows typical yields from boning:

	Lbs.	Pct.
10 boneless loins.....	73.0	33.2
Spareribs	26.0	11.8
Tenderloins	11.0	5.0
Back bones	24.0	10.9
Tail bones	14.0	6.3
Blade bones	1.5	.7
Fat trimmings	32.5	14.7
Regular trimmings	29.5	13.4
Extra lean trimmings.....	8.5	4.0
	220.0	100.0

Dry Cured Bacon

Fancy dry-cured bacon is always in brisk demand. It is especially well suited for selling sliced in packages, and appeals to the trade that demands a high grade product.

It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers by filling out and mailing the following coupon, together with a 10c stamp:

The National Provisioner,
407 So. Dearborn St., Chicago.
Please send me formula and directions for making Dry Cured Bacon.

Name
Street
City State
(Enclosed find 10c stamp.)

CRACKLINGS IN FEEDS

Mixed feeds for poultry and hogs may be made from hard-pressed cracklings. A Western packer who has such cracklings writes:

Editor THE NATIONAL PROVISIONER:

Can you give us a formula for making chicken feed from H. P. cracklings for commercial purposes?

Hard pressed cracklings form a valuable ingredient in poultry feed, but they are too high in protein to be fed alone. Usually they are mixed with other materials to form a balanced feed. In such a feed fine materials may be put through a 20 mesh screen and the coarser materials through an 8 mesh screen.

A commercial poultry feed, high in protein, can be made by using the following combination:

50 per cent cracklings
5 per cent charcoal
40 per cent ground grain (corn, wheat or mixed grains)
5 per cent gravel

A feed of this sort would be a "conditioner," to be fed only once a day.

A formula containing less cracklings could be made up for a regular feed for poultry. This would consist of:

20 per cent cracklings
70 per cent crushed grain
5 per cent ground charcoal
5 per cent gravel

Grind cracklings so that pieces will not be too large for use in a mixed feed, and mix thoroughly with crushed grain, ground charcoal and fine gravel.

Under federal and state laws, packages containing such a feed must specify ingredients, minimum percentages of crude protein and fat and maximum percentage of crude fiber, and other information. Before undertaking preparation of such a product it would be well for the inquirer to find out from his state department of agriculture just what the state feedstuffs law requires in mixed poultry feeds, and prepare his feed accordingly.

Sometimes it is possible to sell cracklings to hog producers without going to the trouble of making a mixed feed.

TEMPERATURES FOR CURING

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures should be used in the curing cellar.



• It is second nature in a whale of a lot of plants to reach for a Crane No. 52 Catalog and say, "You'll find it in here," whenever a question concerning valves, fittings or piping arises. It is a mighty sensible habit, too, for your Crane No. 52 Catalog contains more items, more dimensions and more piping engineering data than does any other such publication in the world.

Not only does it have such information but it makes ordering swift and easy—and you know that the valves, fittings and piping which you order will uniformly be of the highest quality. Whatever your next job involving piping may be, turn to your Crane No. 52 Catalog first. You'll find that for common and for most "new" valve problems, Crane has an answer in items proved and ready for use among the 38,000 listed in the Crane Catalog. Order from it to CranEquip for satisfaction.

The Crops Won't Wait

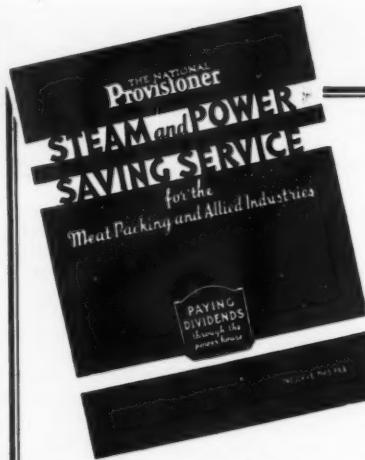
As crop after crop ripens and each campaign is on in full blast, you cannot wait for any necessary repair or replacement parts. When your plant is CranEquip, you have the finest kind of insurance that your piping equipment will stand the strains of continuous operation at top capacity. The generous safety factors which Crane builds into all of its valves, fittings and piping accessories mean strength to stand heavy loads. CranEquip whenever and wherever you need replacements or are building. There is a Crane branch or distributor near you to give swift service. Use your Crane No. 52 Catalog to make ordering easy. Specify CranEquipment for satisfaction.

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Analytical data, engineering information, survey reports, studies of boiler firing methods, and case histories of other packers experiences contained in this handsome binder full of information specifically relating to the packing plant power house will help you find out. This is the most comprehensive compilation of power plant data for the meat packing industry available anywhere—124 pages of reprinted articles by recognized authorities which have appeared in THE NATIONAL PROVISIONER since April, 1933, and 15 pages of bulletins and surveys make this a reference handbook which every meat packer should have on hand. At only \$1 postpaid you cannot afford not to have it. Order your copy now. Additional reprints of current articles are sent to owners of the binder.

THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

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Mr. Bert, Sanger
PORTLAND PROVISION CO.
Columbia Blvd.
* COLUMBIA BLVD. & N. BURGESS AVE., PORTLAND, ORE.
The Midland Paint & Varnish Co.
Gentlemen:

The Institute of American Meat Packers recommended your CLEVE-O-CEMENT for patching concrete floors successfully. Please quote price.

PORTLAND PROVISION CO.
By Jacob Gallus

THEN

Mr. Bert, Sanger
PORTLAND PROVISION CO.
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Midland Paint & Varnish Co.
Gentlemen:

We repaired our floors last Saturday. CLEVE-O-CEMENT is a good product and has no equal. Monday morning the floors were in shape to wheel trucks over.

CLEVE-O-CEMENT is the most powerful and efficient material we have ever used, and will only too glad to recommend it.

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THE MIDLAND PAINT & VARNISH CO.

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STOKER Savings

Compared to Hand Firing It Soon Pays for Itself

OF THE many auxiliaries developed to improve boiler efficiency and reduce cost of generating steam none has been more generally put to use in the meat packing industry than the mechanical stoker. Saving these stokers have made, compared with cost of hand firing, has been enormous in the aggregate.

It would seem, therefore, that their benefits should be generally appreciated by packers. However, in its surveys of packinghouse power plants THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE finds many instances of hand firing.

The most prevalent misunderstanding regarding stokers is that, inasmuch as an attendant is required in the boiler room, there is no saving to be made by installing a stoker—that cost of labor would not be reduced thereby.

Stokers save labor, of course, and in many instances pay their way by providing more time for the boiler room attendant to do necessary repair and maintenance work, and keep equipment in efficient operating condition. But savings they make do not stop here, by any means.

Use Cheaper Fuel

By supplying fuel only in amounts required to meet steam demands, and in a manner to assure most efficient combustion, quantity of coal required is reduced and cheaper grades can be conveniently used.

Savings in these two directions—ignoring any resulting reduction in boiler room labor or better utilization of such labor—will invariably be sufficient to return a large interest on the stoker investment, sufficient in many instances to pay the entire stoker cost in from 3 to 4 years.

The following four tests were made recently in a meat packing plant. Two of them were made before stokers were installed and two afterwards. Savings in each case are typical of those usually made when stokers replace hand firing.

Stoker Tests

In test No. 1—made before one of the two stokers was installed—245,196 lbs. of water were evaporated with 33,000 lbs. of coal costing \$6.05 per ton delivered at the plant. Water evaporated per pound of coal burned was 7.43 lbs. and coal cost to evaporate 1,000 lbs. of water was 36.1c.

During test No. 2—made after stoker was installed and under conditions similar to those prevailing during test No. 1—276,050 lbs. of water were evap-

orated with 28,700 lbs. of coal, costing \$5.52 per ton delivered. Evaporation, therefore, was 9.61 lbs. of water per pound of coal burned, and coal cost was 28.6c per 1,000 lbs. of water evaporated.

Under this boiler, therefore, the stoker cut coal cost 7.5c per 1,000 lbs. of water evaporated.

Tests 3 and 4 were made in the same plant as tests 1 and 2, but on a stoker installed under an old boiler. Test No. 3 was made before stoker was installed and test No. 4 after the new stoker was in operation.

Coal Cost Reduced

Previously 235,180 lbs. of water had been evaporated with 31,100 lbs. of coal, costing \$6.05 delivered—7.56 lbs. of water per pound of coal. Cost of coal required to evaporate 1,000 lbs. of water was 40.1c. With the stoker in service 261,040 lbs. of water was evaporated with 28,400 lbs. of coal, or 9.19 lbs. of water per pound of coal. Coal cost was 30c per 1,000 lbs. of water evaporated.

Using these savings in coal costs, and figuring 300 working days per year, total savings these two stokers will make for this packer are conservatively estimated at \$2,800 per year—equal to 6 per cent on an investment of \$46,600.

Stokers are available in all sizes and in types to meet any conditions. They are as convenient and economical proportionately in the small packinghouse and sausage manufacturing plant as under large boilers. No packer who hand-fires his boilers is getting steam at the lowest possible cost.

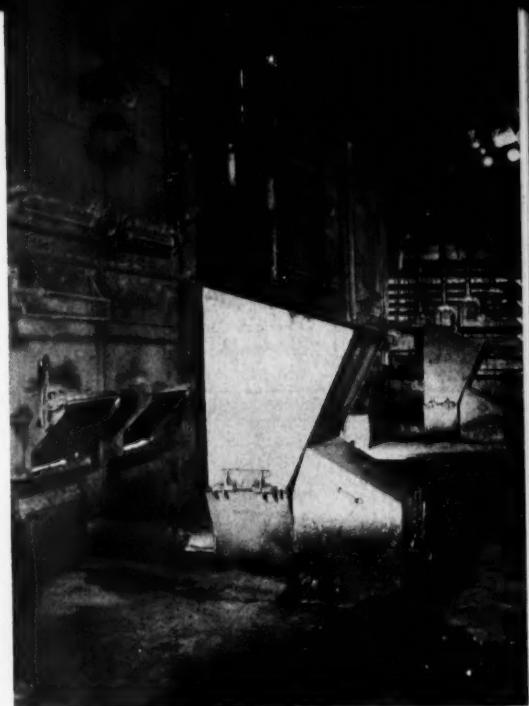
PREVENTING STEAM WASTE

A thorough checkup occasionally to discover steam and power waste and loss would be a worth-while activity in many meat packing plants. And any expense required to put steam-using equipment in first-class operating condition, and to stop heat and power waste, would pay a large annual return.

Unless warned continually, workers often become careless in the use of steam, hot water and electricity. The fact that these processing essentials are available in apparently unlimited quantities by the turn of a valve or a switch encourages carelessness in their use, resulting in an unnecessary burden of expense on products.

Fortunately, most instances of waste of steam, hot water and power are apparent. Continuing to use steam to heat water after a processing operation is completed, permitting hot water to waste to the sewer, failure to turn off electric lights after leaving a room or when artificial light is not required, and permitting machines to run idle—these are familiar examples of waste of steam and power.

Steam leaks are serious, because unless stopped they are continuous. A small leak in a valve or around a fitting may appear inconsequential and not



NO GUESSWORK IN FIRING

Stokers soon pay their cost in fuel they save. They supply coal to the boiler when it is needed, at rate and in quantities for most efficient combustion. (Photo Link-Belt Co.)

worth worrying about. But multiply this small loss by many steam leak losses about a packinghouse, and it is found the yearly total loss mounts to a very considerable sum. Losses through leaks should not be permitted.

A $\frac{1}{2}$ -in. diameter valve steam leaking all around stuffing box will waste about 40 lbs. of steam per hour under a steam pressure of 100 lbs. per sq. in. If the steam cost is 40c per 1,000 lbs., such a leak would waste about 40c per day, or approximately \$140.00 per year.

A leak $\frac{1}{4}$ -in. in diameter in a steam line carrying 100 lbs. per sq. in. steam pressure will waste 4,400 lbs. of steam per 24 hours.

It is inconceivable that a packer would permit leaks of this size to continue for long. But these examples of waste serve to illustrate how a considerable leak, or a number of small ones, adds to cost of operation.

In checking steam losses valves should be examined to see that they seat tightly, and steam traps should be tested to determine whether or not they leak. Visible leaks in steam and hot water lines should be repaired, and practices which waste steam, hot water and power should be corrected.

DO YOU WASTE POWER?

How much power or light is being wasted in your pork departments? Have you read "PORK PACKING," The National Provisioner's latest book? It will help you to save money.

Among the scores of nationally known producers of frozen foods who use Frick Refrigeration, we are proud to mention the Commonwealth Ice and C. S. Co., Boston; Seabrook Farms, Bridgeton, N. J. (illustrated); Wells, Ferris and Wade, Jacksonville; Marion T. Fanaly, Ponchatoula, La.; American Service Co., Galveston; and the Northwest Ice and Cold Storage Co., Kent, Washington.

Frick Booster Ammonia Compressors like those here shown are making savings up to 34 per cent in horsepower, on low temperature work. For freezing meats, poultry and fish or for cooling beef, vegetables, fruit, dairy products or other perishable foods, you can pin your faith on Frick Refrigeration. Send for your copy of Ice and Frost Bulletin 516 today.



Refrigeration

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GUARD YOUR PROFITS

Does it pay to use obsolete, poor sealing doors when it costs so little to replace them with durable JAMISON-BUILT DOORS, equipped with quick-acting hardware and the new conforming live-rubber gasket?

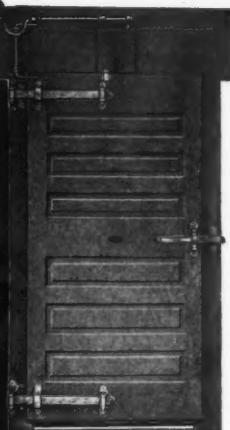
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Jamison Standard Door—metal-clad with galvanized steel or terne plate tin for fireproofing purposes.



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JAMISON- BUILT DOORS

REFRIGERATION and Air Conditioning

COOLER Overhaul

Modernization Calls for Skill and Experience

SEASON of the year is approaching when packers overhaul their refrigerating systems, install new equipment, paint coolers and chill rooms and otherwise put mechanical equipment, piping and refrigerated rooms in first-class condition.

Importance to the packer of an unfailing source of refrigeration, and the many possibilities for waste and loss through faulty apparatus, are incentives for the most careful attention to every detail of equipment and operation during progress of this work.

No Place for Guesswork

For best overhaul results, responsibility must be established for efficient work. There should be someone with the knowledge of requirements who will see to it that preliminary check-ups are complete and that all needed repairs are carefully and skillfully made. A check list on which each piece of equipment in the refrigerating system is listed should be prepared, and the overhaul should not be considered completed until every item on this list has received attention.

Leaving it to someone's judgment whether or not equipment requires attention often results in grief later on. No one can be sure of the condition of all parts out of sight in a piece of refrigerating equipment. There are operating indications, of course, of some repair needs, but condition of many parts can be determined only by examination.

Many packers also will undoubtedly modernize chill rooms to secure the advantages which only air conditioning can give in the way of reducing refrigerating costs, improving cooler conditions and maintaining the quality of products. In this connection it should be pointed out again that dangers in haphazard methods of installing air conditioning equipment should not be overlooked.

Learns from Mistakes

A Mid-western packer who had installed what might be termed "novelty equipment" in his hog chill room—it having been designed and installed by

his former master mechanic—is now planning to modernize this cooler. But unless signs are wrong, he will make another mistake that may be as costly as his previous venture in hog chilling equipment. His superintendent recently made a tour of several states to inspect modern hog chill rooms, and undoubtedly his recommendations to his boss will be followed. Whether or not an efficient chill room results remains to be seen.

This superintendent is one of the best-informed in the business. He knows how to operate a meat plant efficiently and turn out quality products, but he is not equipped by training and experi-

general bearing on the subject. Each air-conditioning installation is a problem in itself. The cost of sending this superintendent on this long trip to inspect hog chill rooms and recommend equipment to use would have paid for the services of a trained refrigerating and air conditioning engineer to solve this packer's chill room problem.

Type of equipment that will give desired results in a hog chill room is largely a matter of choice—considering, of course, operating and maintenance costs. Equipment for any condition is available or can be designed and constructed. The trick in securing a highly efficient hog chill room, therefore, is not



EACH INSTALLATION A PROBLEM IN ITSELF

Specific conditions of temperature, humidity and air movement are required for efficient carcass chilling. These are secured only when the air conditioning equipment for the hog chill room is planned for each job.

ence to recommend equipment and design for a hog chill room.

THE NATIONAL PROVISIONER has pointed out many times that the design of a chill room or cooler is a job for an expert. Conditions and technical problems are involved which the man without special training cannot foresee and solve. Temperature, humidity and air movement must be right for rapid, efficient and satisfactory hog chilling results.

A Job for an Expert

What some other packer is doing, and the results he is getting, have only a

so much in selecting equipment—although this is important—but in adapting equipment to the conditions, and providing for its operation to secure and maintain the conditions required.

REFRIGERATION NOTES

Rolla Stephens and Walter Brown are promoting cold storage plant for Joplin, Mo.

Southwest Ice Co. has opened 500-locker cold storage plant at Blackwell, Okla.

Twin City Wholesale Grocery Co.,

Fargo, N. D., is erecting refrigerated storage addition.

Campbell Cold Storage Co. recently opened plant at Vinita, Okla.

New refrigeration equipment has been purchased by Charles T. Fehl for abattoir at Perkasie, Pa.

Haskell-Burns cold storage plant at Tonasket, Wash., is being remodeled and enlarged.

J. K. Anderson plans to install cold storage locker unit at Reinbeck, Ia.

Leob Mayer is constructing cold storage warehouse at Miami, Fla.

Gulf Ice & Cold Storage Co., Ozark, Ala., plans to add a 200-locker cold storage plant.

Farm bureau officials at Erie, Ill., are interested in possibilities of co-operative locker plant.

Gulf Ice and Cold Storage Co. is erecting cold storage plant at Ozark, Ala.

Cold storage plant at Ellijay, Ga., with 90,000 cu. ft. of space, was put in operation recently.

PACKERS ARE MODERNIZING

Polar Lockers Co., Puyallup, Wash., is erecting curing and smoking building near their plant.

New plant of the Sterling Rendering Works, Sterling, Colo., is nearing completion, with Louis H. Bischofberger as manager. The plant will be modern in every respect and equipped to handle product within a radius of fifty miles.

New plant of the Old Fort Provision Co., Walterboro, S. C., was formally dedicated on September 21 with an open house and barbecue attended by 3,000 persons. G. H. Schunemann, president, and J. H. Langford, vice-president, welcomed visitors to the plant.

Nebraska Beef Co. began operations at its new \$125,000 beef plant at Omaha, Neb., last week. Approximately 150 head of cattle will be slaughtered and processed daily and all shipments will be made to Eastern markets. The plant is modern in every respect and conforms to B.A.I. requirements. Equipment was supplied by the Globe Co., Chicago.

Crocker Packing Co., Okmulgee, Okla., has acquired the Graf Packing Co. at Shawnee. A large-scale remodeling and enlarging program will be inaugurated and the new plant will be under the direction of J. W. Crocker. John L. Crocker, head of the new company, has had 30 years' experience in the meat packing business, and heads plants of his own in other cities.

Holton Packing Co., Poteau, Okla., said to be the largest wholesale house of its type in Eastern Oklahoma, began operation recently. The plant includes a sausage kitchen with a capacity of 1,500 lbs. daily and cold storage coolers for 100 cattle or hog carcasses. All kinds of meats and meat products will be handled. The plant is owned by F. L. Holton, Oklahoma livestock producer, and was purchased of O. T. Banks, former owner of the Poteau Packing Co.

Operations of the Wickham Packing Co., formerly located at Bristow, Tex., will be transferred to Sapulpa, Okla., late this fall. Since a fire at the Bristow plant the company has been operating temporarily from a location in Tulsa, Okla. At Sapulpa the firm will take over existing buildings, which will be remodeled and modernized into a plant with a capacity of about 100 cattle per day.

Armour and Company's new three-story processing branch house at 302 Exchange st., Rochester, N. Y., was formally opened on September 27. This new plant takes the place of the Armour branch at Verona and Commercial sts. and the Morris house on State st. It contains a complete daylight sausage manufacturing department, smoke houses and other facilities for pork processing, in addition to spacious display coolers for fresh meats. Loading docks include facilities for 4 refrigerator cars and 9 trucks.

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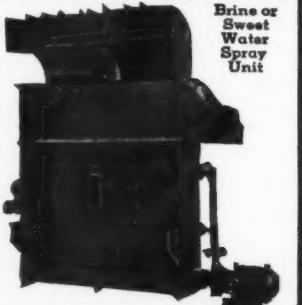
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THE NATIONAL PROVISIONER 407 South Dearborn St. Chicago, Ill.

LEGAL Pointers

For the Meat Packing Executive Who Sets Company Policy

Barring Outside Competition

A COMMUNITY cannot be protected as a preserve for local business by laws or ordinances which bar competition from outside, according to a recent decision handed down by the Maryland court of appeals.

A Maryland town passed an ordinance prohibiting salesmen and other transients from soliciting orders and selling merchandise within the town limits unless licensed by the town. The same ordinance exempted representatives of local business houses.

A salesman for a firm located in the District of Columbia undertook to solicit orders in this town and was arrested by local authorities. He was informed that he and all other representatives of his company would be arrested on every occasion on which they attempted to serve old customers or secure new ones.

Deciding the case in favor of the outside company and its representative, the Maryland court said:

"The ordinance is void because it discriminates against a non-resident in favor of the resident business, and this violates the fourteenth amendment of the Federal Constitution. If the local merchant, in response to whose complaint such ordinances are passed, would be rid of such competition, he must submit to the same penalties, burdens and conditions as he would have imposed on the intruders."

The court referred to numerous cases along the same line in other states, indicating that local laws intended to exclude outside competition, particularly from another state, are not likely to hold water in court. (Jewel Tea Company vs. Town of Bel Air, 192 Atlantic Reporter, 417).

Unsatisfactory Employees

Does an employee give satisfaction when his work is satisfactory in the opinion of third parties, or only when it is satisfactory to his employer? In a recent case the facts were that a manufacturer employed a designer for a period of six months under an agreement which provided that the designer would perform his work to the satisfaction of the employer. After three months, the manufacturer served on the designer a written notice of dismissal containing ten particularized reasons for dissatisfaction, such as tardiness, disobedience, poor work and inefficiency.

The designer promptly sued for the balance of the salary which he would have collected had he been permitted to finish out the six months' term of his contract. He testified that whenever he

asked his employer whether the latter was satisfied with his work, the employer would always reply "a hundred per cent."

It would seem that when the contract provided that the work was to be done to the satisfaction of the employer, his ten reasons for dissatisfaction would end the matter. The court reasoned that way and dismissed the case. The designer appealed and the appeal court ordered a new trial.

"The employee offered evidence from which a jury might reasonably find that the employer was satisfied with his efforts," the appeal court pointed out, "since the undisputed testimony of the employee was that the employer had declared he was entirely satisfied with the employee's work. Now if this be true, then the specification of reasons for the dismissal is false. This, therefore, raises the issue as to whether the designer's services were actually satisfactory to the employer or the dissatisfaction was feigned."

Possibly the employer, even though dissatisfied, may have expressed satisfaction to the employee to encourage him to better and greater efforts, but the court apparently took the employer's words at face value. (Cooper vs. Singer, 191 Atlantic Reporter, 849).

CHICAGO POULTRY SHOW

Entries from many states and Canada are being received for the first Midwest Poultry Exposition, which will be held in the International amphitheatre, Chicago, on October 15 to 19. The full story of poultry and egg production will be presented in a production line which will include incubation, hatching, feeding and care of young birds, handling of the mature flock and displays of the dressed product. Displays on poultry production will be installed by the U. S. Department of Agriculture and University of Illinois, as well as by poultry packers and equipment manufacturers. A program featuring poultry cookery will be staged twice daily for women visitors. Cake baking contests will be held, one for women, another for children.

CAN EXPERT PASSES

Charles Stollberg, former vice-president of the American Can Co., died of pneumonia at his residence in New York City on September 23, after a brief illness. He was born in Toledo, O., 77 years ago. His wife survives him. Heading the Toledo Tinware Mfg. Co. until it was taken over in 1901 by the American Can Co., he was made vice-president in charge of manufacture in 1921, and continued in that capacity until his retirement in 1933. He was responsible for many of the ideas and inventions which are now generally used in the manufacture of modern containers.



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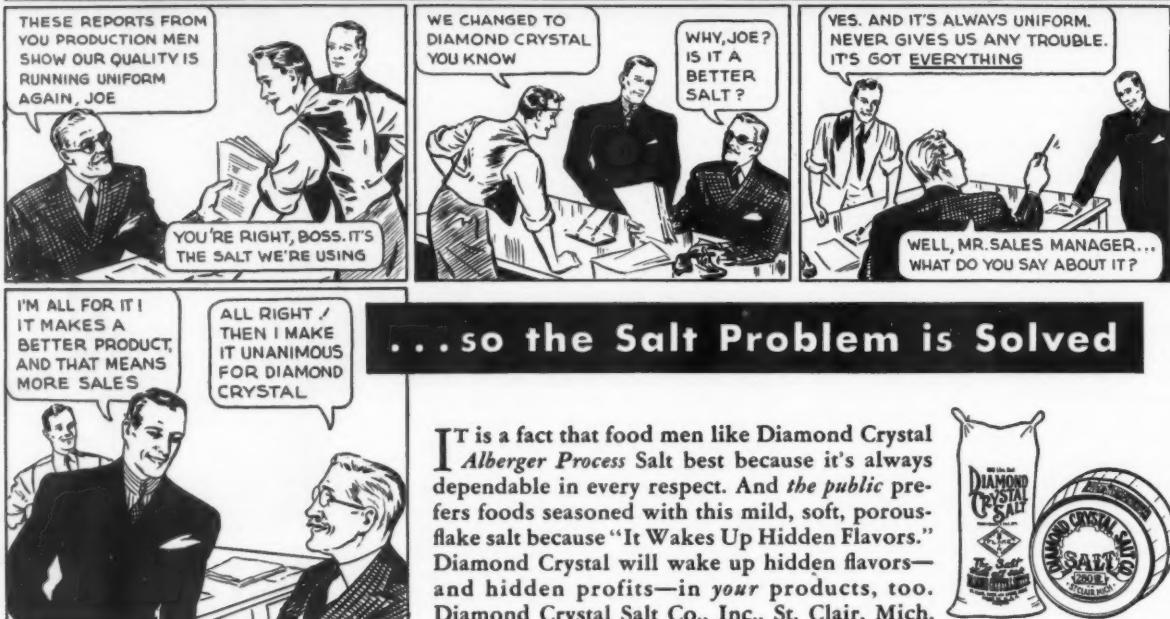
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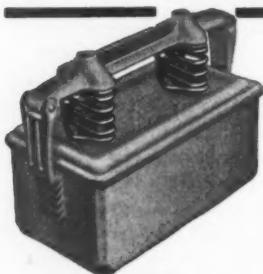
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Your wasteful, obsolete ham boilers may be traded in on new, modern, efficient Adelmann Ham Boilers. Complete trade-in schedules and helpful ham boiling hints are contained in the new Adelmann booklet—"The Modern Method." Send for your copy today!

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Applies a correct pressure to retainers to insure perfect product. Sturdy and efficient. A real cost cutter.



Adelmann Ham Boiling Equipment incorporates all modern features to insure maximum profit from boiled hams.

Adelmann Ham Boilers are sturdily built for long service, offer exclusive advantages for insuring profits. Close fitting cover, elliptical yielding springs, tilt-proof cover, easy cleaning—each of these features helps produce boiled hams of superior quality that bring in profits.

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Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto

PROVISIONS AND LARD

WEEKLY MARKET REVIEW

FUTURES market for lard and hog products was somewhat easier during the past week as a result of evening up in nearby lard months, selling and liquidation on account of weakness in financial markets, and uncertainty over conditions in Europe. Nearby lard positions dropped as much as $\frac{1}{2}$ c per lb. but the later months held steady.

There was packinghouse support for lard on the declines, scattered speculative buying, and some absorption by spreaders who were selling cotton oil against purchases. Declines were limited by the continuance of good cash business in lard and meat and rapidly dwindling stocks of lard.

Sentiment in general was more mixed. The hog run was a little larger, with spring pigs beginning to come in. The increased movement was not large enough to create any apprehension over production as long as domestic demand continues good and export business moderate. There were fair clearances of lard for export to the United Kingdom during the week.

There were some indications that shortening was experiencing liberal distribution, possibly at the expense of pure lard. The relative cheapness of shortening, due to premiums for lard over cotton oil, placed compound in a good competitive position. This situation is being watched closely since good corn prospects and possibility of more hogs in the future indicate there will be no acute shortage of edible fats.

Hog Receipts Larger

Receipts of hogs at Western packing points last week totaled 224,000 head compared with 214,000 the previous week and 287,000 the same week last year. Average weight of hogs received at Chicago last week was 265 lbs. compared with 268 lbs. the previous week, 249 lbs. the same week last year, and 256 lbs. two years ago.

Average price of hogs at Chicago at the outset of this week was \$11.55 compared with \$11.65 the previous week, \$9.45 a year ago, \$10.25 two years ago and \$6.00 three years ago.

Top hogs at Chicago at midweek were at \$12.20 against \$12.45 the previous week.

PORK.—Demand was fair and the market steady at New York. Mess was quoted at \$35.12 $\frac{1}{2}$ per barrel and family at \$35.12 $\frac{1}{2}$ per barrel.

LARD.—The market was irregular but demand was good at New York. Prime western was quoted at \$11.60 @ 11.70; middle western, \$11.60 @ 11.70; New York City in tierces, 11 $\frac{1}{2}$ @ 11 $\frac{1}{4}$ c, in tubs, 12% @ 12 $\frac{1}{2}$ c; refined continent, 12% @ 12 $\frac{1}{2}$ c; South Ameri-

MARKET Trends

SCARCITY of prime steers at Chicago brought a rise to a new top of \$19.90 on September 29. This price was highest on record for September, exceeding previous war-time high by 30c. New top was only \$1.60 under all-time Chicago high of \$21.50 in December, 1919. Spread of \$12.65 between plainest killers and choice to prime steers was greatest on record, except for one week in 1920.

* * *

Hog slaughter under federal inspection at eight principal markets during week ended September 24 totaled 213,368 head, a substantial increase over 174,689 head the previous week but below 244,717 head the same week in 1936.

* * *

Meat imports at New York for the week ended September 24 totaled 1,535,756 lbs., of which 737,425 lbs. was canned hams and 239,508 lbs. canned picnics and shoulders. During the corresponding week in 1936 meat imports amounted to 2,042,618 lbs.

* * *

Spread between cottonseed oil at New York and lard at Chicago, both October delivery, on September 29 was 3.62c. Average price difference during September between prime steam lard and prime summer yellow oil in 1936 was 1.48c; in 1935, 5.65c; in 1932, .51c, and in 1929, 2.42c.

ca, 12 $\frac{1}{2}$ @ 12 $\frac{1}{2}$ c; Brazil kegs, 12% @ 12 $\frac{1}{2}$ c, and shortening in carlots, 10 $\frac{1}{4}$ c, smaller lots, 11c. Shortening for export made from foreign oils was quoted at 9 $\frac{1}{2}$ c in car lots and 9 $\frac{1}{4}$ c in smaller lots.

At Chicago, regular lard in round lots was quoted at 25c over October; loose lard, 50c over October, and leaf lard, 1.20 over October.

(See page 33 for later markets.)

BEEF.—Demand was fair at New York and the market was steady. Family was quoted at \$26.00 @ 37.00 per barrel.

CANADIAN PORK PROSPECTS

It is now time to consider how to set about to hold in 1938 gains that have been made in the United Kingdom market for Canadian hogs, says the Industrial and Development Council of Canadian Meat Packers in its September letter. If present prospects hold, Can-

ada in 1937 will export between 180 million and 190 million lbs. of bacon and hams, which compares with approximately 125 million lbs. in 1935 and 70 million lbs. in 1933. This brings this country within about 95 million lbs. of the quota of 280 million lbs. allotted by the United Kingdom to Canada.

"Two more gains, even at a more moderate rate," says the Council, "will take us close to the quota objective. A gain of 115 million lbs. in exportable surplus between 1933 and 1937, almost equivalent to one million head in terms of hogs, is conclusive evidence of the value of this trade."

Abundant crops in the U. S. this year mean a return to normal feed prices, and with the United States having low supplies of livestock to consume grain, it may mean even lower than normal feed prices. Supplies on the whole in Canada are fairly good, excepting the greater part of Saskatchewan and some sections of Alberta, but considerable portions of this area have been scarce of feed for several years, excluding 1935.

"As to hog prices," says the Council, "there is every reason to believe they will remain steadily good, as they have been in the past three years. Despite greatly increased supplies in the fall of 1936 and 1937, and of heavy storage stocks, prices through the summer have tended to strengthen. From the spring of 1933 to the fall of 1936 barley and oats efficiently fed to hogs return from one and a half to twice the cash value of the grains. In 1937 barley and oats fed to hogs on the farms where they were produced returned profitable prices."

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of October 1, 1937:

	Sept. 30, 1937.	Aug. 31, 1937.	Sept. 30, 1936.
Pork, bbls.....	4,242	6,559	9,958
P. S. Lard, lbs... 45,269,977	82,847,656	58,277,788	
Other Lard, lbs... 4,467,600	3,361,402	4,423,981	
D.S. Cl. bellies ¹ ... 6,252,253	10,688,880	7,396,458	
D.S. Rib bellies ¹ ... 585,097	950,500	930,003	
Ex. Sh. Cl. sides ¹ ... 1,700	1,700	4,200	
D.S. fat backs, lbs.....	852,377	1,575,372	2,312,634
D.S. shdrls., lbs... 10,882	9,510	22,908	
S.P. hams, lbs... 6,568,741	8,882,186	6,183,681	
S.P. sknd. hams, lbs.....	14,345,582	18,134,191	14,876,484
S.P. bellies, lbs... 8,386,355	13,379,656	13,567,442	
S.P. picnics, S.P. Boston shdrls., lbs... 1,494,375	2,168,407	3,180,647	
S.P. shdrls., lbs... 13,000	11,000	25,000	
Other cut meats, lbs.....	4,552,922	6,103,611	6,377,754
Total cut meats, lbs.....	43,063,239	61,925,013	54,877,209

¹Made since Oct. 1, 1936.

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C. D. REVERSIBLE GRINDER PLATE

This plate contains 1,660— $\frac{1}{8}$ -inch holes—more holes than any other plate in existence! For large grinders, No. 66 "Buffalo," No. 66 Enterprise, No. 7E Cleveland, No. 61 "Boss," Sander 150-D plate, ANCO No. 66.

The outstanding features are:

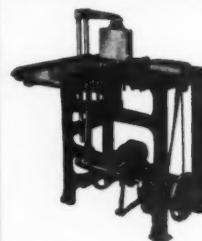
1. They are reversible—can be used on both sides. Equal two plates for the price of one.
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5. The arrangement of the holes will give a shear-cutting effect.

We guarantee our C. D. plates never to crack, break, pit or chip at the cutting edges of the holes under ordinary usage. An all-American product made by American workmen.

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This JUNIOR CARTON FORMING AND LINING MACHINE sets up 35-40 cartons per minute, requiring only one operator. Its adjustability for a wide range of sizes makes it a versatile machine to install.



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This JUNIOR CARTON FOLDING AND CLOSING MACHINE closes 35-40 cartons per minute, requiring no operator as it is completely automatic. It is also adjustable for a wide range of sizes.

SENIOR Machines for greater production.
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Solvay Nitrite of Soda produces accurate curing results because its action is consistently dependable. It is recommended and used by leading meat packers. It has the stamp of approval of the U. S. Department of Agriculture and the B. A. I. and conforms to all U. S. Pharmaceutical specifications. Solvay Nitrite of Soda, used as a straight cure, or in a curing salt is safe and economical . . . fulfills all specifications for a uniform cure.

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Hog Cut-Out Results

HOG cut-out values at Chicago for the first four days of the current week were less satisfactory on light and medium weight hogs than a week previous, but about the same on the heavier hogs. Hogs cost packers less during these four days than in the same period a week earlier, but product prices suffered a greater proportional decline, resulting in the profit on lights decreasing and the loss on mediums increasing substantially.

Receipts of hogs at Chicago for the first four days of the week totaled 60,000 head. Average price declined on Tuesday and Wednesday—the low average for the period—reaching \$11.35. There was some improvement in the market on Thursday, the average price going to \$11.45, ten cents under the average price at the opening of the week.

Bellies and picnics were in fair demand during the week and D.S. cuts were reported well sold up. Some averages of fat backs moved fairly well at prices steady with those of a week earlier. Mild weather slowed up consuming demand to a point about in line with supplies from current kill. Bullish factors in the situation were declining storage stocks and the approaching cooler weather. The fact that kill is small places a heavier cost burden on slaughtering, a fact that should be

taken into consideration when figuring cut-out values.

Test on this page is worked out on the basis of live costs and green product values at Chicago, using representative costs and credits. Each packer should work out his own test, based on local conditions.

CASING EXPORTS AND IMPORTS

Foreign trade in casings during July, 1937:

IMPORTS.

	Sheep, lamb and goat, lbs.	Other, lbs.
Austria	7,162	11,464
Belgium	...	9,083
Denmark	...	4,088
France	...	14,940
Greece	510	...
Italy	1,539	...
Netherlands	1,360	...
Portugal	2,040	25,580
Romania	1,706	...
U. S. S. R.	1,048	...
Spain	65,269	...
Switzerland	258	...
United Kingdom	12,295	14,299
Yugoslavia	1,688	...
Canada	17,924	237,472
Mexico	2,399	...
Cuba	...	8,614
Argentina	44,178	702,404
Brazil	...	106,965
Chile	31,711	1,097
Paraguay	...	29,998
Peru	...	12,030
Uruguay	704	137,190
Saudi Arabia	275	...
British India	18,652	...
British Malaya	2,835	...
China	41,271	59,653
Iraq	28,649	...
Japan	2,100	7,761
Palestine	2,387	...
Iran	5,319	...

Syria	7,464	...
Turkey	15,758	...
Australia	224,003	44,265
New Zealand	321,650	...
Egypt	12,932	...
Algeria	13,602	...
Tunisia	1,477	...
Morocco	38,159	...
Czechoslovakia	296	...
Ecuador	9	150
Total Value	928,937	1,509,053
Total Value	\$1,104,067	\$192,081

EXPORTS.

	Hog. lbs.	Beef. lbs.	Other. lbs.
Austria	13,504	...	...
Belgium	16,492	48,045	...
Czechoslovakia	1,007	32,985	...
Denmark	77,720	...	...
France	21,041	341,610	...
Germany	7,555	341,628	22,343
Netherlands	46,914	65,515	...
Norway	8,065	...	...
Poland and Danzig	14,358	101,285	...
Spain	5,265	91,971	...
Sweden	5,685	...	...
Switzerland	21,233	81,777	...
United Kingdom	211,867	38,326	19,381
Panama	97	19,048	203
Cuba	...	9,962	473
Turkey	...	12,345	...
Australia	127,218	...	5,149
New Zealand	8,722	...	19,517
Union South Africa	4,068	...	...
Others	727	32	94
Total Value	471,016	1,242,167	148,737
Total Value	\$275,719	\$100,173	\$78,250

CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Sept. 1, 1937.	Aug. 1, 1937.	5-yr. Sept. 1.
Beef	12,006,895	9,548,871	10,616,048
Veal	3,460,845	3,080,507	2,544,263
Pork	25,472,473	35,107,624	24,250,483
Mutton & lamb	776,724	671,963	856,850

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONERS DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive
-180-220 lbs.-								
Regular hams	14.00	\$ 2.63	13.70	18.4	\$ 2.52	13.40	17.8	\$ 2.39
Picnics	5.70	18.4	1.05	5.40	.93	5.10	14.0	.71
Boston butts	4.00	22.8	.91	4.00	.22.8	4.00	22.8	.91
Loins (blade in)	9.80	24.0	2.35	9.50	21.8	2.07	9.00	19.8
Bellies, S. P.	11.00	22.9	2.52	9.70	20.9	2.03	3.10	.62
Bellies, D. S.	...	...	...	2.00	15.4	.31	9.40	15.4
Fat backs	1.00	14.8	.15	3.00	15.8	.47	5.00	.83
Plates and jowls	2.50	14.0	.35	2.50	14.0	.35	3.10	.43
Raw leaf	2.10	11.6	.24	2.20	11.6	.26	2.10	.25
P. S. lard, rend, wt.	11.30	11.3	1.28	11.10	11.3	1.25	10.20	11.3
Spareribs	1.60	17.5	.28	1.60	17.5	.28	1.50	.26
Trimmings	3.00	17.3	.52	2.80	17.3	.48	2.70	.46
Feet, tails, neckbones	2.00	...	.12	2.00	...	.12	2.00	.12
Offal and misc.	...	...	.49	...	...	.49	...	.49
TOTAL YIELD AND VALUE	68.00	\$12.89	69.50	\$12.47	70.50	...	...	\$11.85
Cost of hogs per cwt.	\$12.03	...	\$12.12	...	...	\$11.88	...	...
Condemnation loss	.06	...	.06	...	...	.06	...	...
Handling & overhead	.78	...	.70	...	...	.65	...	...
TOTAL COST PER CWT ALIVE	\$12.87	...	\$12.88	...	...	\$12.59	...	...
TOTAL VALUE	12.89	...	12.47	...	...	11.85	...	...
Loss per cwt.	...	...	.41	...	...	.64	...	...
Loss per hog	...	...	.98	...	...	1.79	...	...
Profit per cwt.	.02	...	...	...	...	...	...	...
Profit per hog	.04

- Ampol Brand
-
- B. E. G. Brand
-
- Drews Brand
-
- Hallmark Brand
-
- Mello Brand
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- O. R. B. Brand
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To assure freshness, sanitation and quality of the product you furnish the consumer, wrap your Butter in West Carrollton Genuine Vegetable Parchment. This superb wrapper preserves that savor so essential to creamery products, protects them from grease and dirt and at the same time imparts no foreign taste or odor.

Neat and attractively printed, Genuine Vegetable Parchment Wrappers have no end of sales appeal.

WEST CARROLLTON PARCHMENT CO., West Carrollton, Ohio

OUR 41st YEAR SERVING THE FOOD INDUSTRY

MEAT IMPORTS AT NEW YORK

For week ended September 24, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina	Canned corned beef	175,050
	Canned roast beef	63,000
	Canned brisket beef	9,640
	S. P. pork shoulders	33,725
	S. P. pork bellies	14,954
	S. P. pork picnics	15,000

Brazil	Canned corned beef	1,800
	Canned roast beef	36,000

Canada	Smoked back bacon	6,790
	Fresh chilled pork cuts	17,476
	Fresh chilled pork shoulders	536
	(100) Fresh chilled lamb carcasses	4,218
	Fresh froz. veal sides	5,453
	Dried sausage	180
	Dried chilled beef livers	2,253
	Fresh froz. pork ham	2,580
	Fresh chilled pork cuts	396
	Fresh froz. beef hips	2,307
	Fresh froz. beef chuck	2,673
	Simo. picnics	239
	Simo. pork butts	250
	Breakfast bacon	195

Czechoslovakia	Cooked ham in tins	4,221
	Cooked pork sausage in tins	387
	Cooked picnics in tins	57

Denmark	Cooked ham in tins	33,284
	Cooked pork loins in tins	2,844
	Simo. bellies	1,494
	Liverpaste	213
	Simo. bacon	1,008
	Cooked picnics in tins	6,293

Holland	Smoked rolled ham	1,288
	Cooked ham in tins	6,650

Hungary	Cooked ham in tins	119,726
	Cooked picnics in tins	79,418
	Cooked pork loins in tins	15,228

	Smoked sausage	1,379
Irish Free State	Smoked bacon	3,000

Italy	Smoked sausage	4,668
	Coppa	1,488
	Salami	176

Lithuania	Fresh froz. pork butts	1,100
	Fresh froz. pork ham	5,203
	Fresh froz. pork picnics	778

	Fresh froz. pork bellies	1,400
Poland	Cooked ham in tins	562,693

	Cooked pork picnics in tins	142,889
	Cooked ham in tins	6,679

	Cooked pork loins in tins	13,220
	Cooked shoulders in tins	8,111

	Cooked pork butts in tins	2,853
	Cooked luncheon meat in tins	935

	Fresh froz. pork cuts	40,705
	Smoked bacon	6,003

Rumania	Cooked ham in tins	10,851
	Cooked picnics in tins	10,851
	Cooked pork loins in tins	4,320

Uruguay	Canned corned beef	18,000
---------	--------------------	--------

JULY LARD MOVEMENT

Estimated production and consumption of lard from federally inspected slaughter during July, 1937, compared:

July, 1937.	June, 1937.	July, 1936.
Production, M lbs.....	41,701	52,410

Storage beginning of month, M lbs.....	185,124	194,477
	106,774	

Storage end of month, M lbs.....	156,950	185,124
	117,026	

Exports (refined and neutral), M lbs.....	7,824	8,309
	7,555	

Apparent consumption, M lbs.....	62,042	53,454
	65,145	

Per-capita consumption, lbs.....	.48	.41
	.51	

LESS LARD EXPORTED

Lard exports from the United States during the first six months of 1937 totaled 50,682,000 lbs., compared with 60,508,000 lbs. in the first half of 1936. The United Kingdom was the largest purchaser, with Cuba second. Quantities and total for the period were as follows:

	6 mos. 1937.	6 mos. 1936.
United Kingdom	27,172,000	36,867,000
Cuba	17,259,000	14,438,000
Others	6,251,000	9,203,000
Total	50,682,000	60,508,000

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, SEPTEMBER 25, 1937.

Open. High. Low. Close.

LARD—				
Sept.	10.80	10.80	10.55	10.55
Oct.	10.70	10.70	10.50	10.50-52½
Nov.	10.60	10.60	10.60n	10.60
Dec.	10.40-42½	10.45	10.40	10.40b
Jan.	10.40	10.40	10.32½	10.32½
Feb.	10.30	10.30	10.25	10.25
Mar.	10.10	10.10	10.10	10.10
May	10.10-10.00	10.10	10.00	10.07½

CLEAR BELLIES—				
Sept.	16.37½	n	16.37½	n
Oct.	15.62½	n	15.62½	n
Dec.	15.20	15.20	15.20	15.20
Jan.	15.10	15.10	15.10	15.10
Feb.	15.00	15.00	15.00	15.00
Mar.	14.90	14.90	14.90	14.90
May	14.80	14.80	14.80	14.80

LARD—				
Sept.	10.70	10.80	10.75	10.80b
Oct.	10.60	10.70	10.60	10.60b
Nov.	10.50	10.60	10.50	10.50b
Dec.	10.52½-50	10.70	10.50	10.50b
Jan.	10.50	10.62½	10.47½	10.47½
Feb.	10.50	10.62½	10.47½	10.47½
Mar.	10.50	10.62½	10.47½	10.47½
May	10.25	10.27½	10.15	10.25b

CLEAR BELLIES—				
Sept.	16.32½	n	16.32½	n
Oct.	15.62½	n	15.62½	n

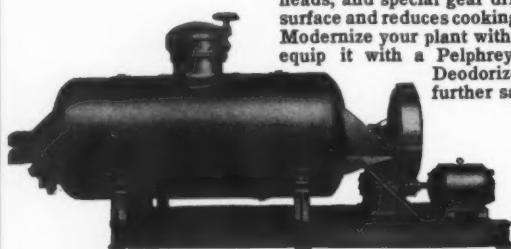
LARD—				
Sept.	10.72½	10.87½	10.72½	10.87½
Oct.	10.67½-72½	10.80	10.65	10.80b
Nov.	10.60	10.75	10.60	10.60b
Dec.	10.67½-72½	10.77½	10.65	10.75b
Jan.	10.60-57½	10.70	10.57½	10.70b
Feb.	10.60	10.75	10.55	10.75b
Mar.	10.55	10.65	10.45	10.55b
May	10.50	10.60	10.40	10.45b

CLEAR BELLIES—				
Sept.	16.32½	n	16.32½	n
Oct.	15.62½	n	15.62½	n

LARD—				
Sept.	10.72½	10.87½	10.72½	10.87½
Oct.	10.67½-72½	10.80	10.65	10.80b
Nov.	10.60	10.75	10.60	10.60b
Dec.	10.67½-72½	10.77½	10.65	10.75b
Jan.	10.60-57½	10.70	10.57½	10.70b
Feb.	10.60	10.75	10.55	10.75b
Mar.	10.55	10.65	10.45	10.55b
May	10.50	10.60	10.40	10.45b

CLEAR BELLIES—				
Sept.	16.32½	n	16.32½	n
Oct.	15.62½	n	15.62½	n

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With all welded jacketed heads, or cast steel heads, and special gear drive, increases heating surface and reduces cooking time. Precision built. Modernize your plant with this type cooker, and equip it with a Pelphey Vacuum Head and Deodorizer to effect even still further savings.

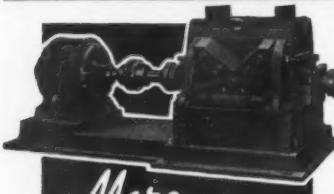
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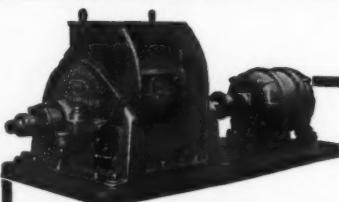
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uces carcass, bones,
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CHICAGO, ILL.

TALLOWS AND GREASES

WEEKLY MARKET REVIEW

TALLOW—The tallow market at New York during the past week was very quiet with little or no indication of any particular business. Buyers and sellers were apart and consumers were turning toward greases where fairly large purchases were reported.

With consumers practically out of the tallow market, offerings increased a little at the recent levels of 7½c, delivered, for extra, and the market took on a little easier undertone. Producers, however, were not inclined to press offerings. The market gave some indications that the next important business in tallow would probably be at lower levels. On September 30 there was a report of a sale by small producer at 7½c, delivered.

At New York, special was quoted at 6¾c; extra, 7¾c, delivered, and edible, 8¾c nominal.

Trade in tallow futures on the New York Produce Exchange during the week was limited.

Trade in tallow at Chicago was rather dull during the week, awaiting resumption of activity by large buyers. Edible last sold at 7¾c, f.o.b. shipping point. Edible tallow was quoted on September 30 at 7¾c; fancy, 7¾@7¾c; prime packers, 7½@7¾c; special, 6½@6¾c, and No. 1, 6½@6½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, September-October shipment, was unquoted, while Australian good mixed, September-October shipment, was unchanged on the week at 23s 3d.

STEARINE—There was moderate trade in oleo stearine at New York at 9c. Some business passed at 9¾c for export and sellers were asking 9½c.

Demand at Chicago was fair and the market was higher. Oleo stearine was quoted at 8½@8¾c.

OLEO OIL—Trade was moderate and routine at New York. The market was unchanged with extra quoted at 12¾@13¾c; prime, 12¾@12¾c, and lower grades, 11¾@12¾c.

Demand was fairly good at Chicago and the market ¼ to ½c better. Extra oleo oil was at 12½@12½c.

(See page 33 for later markets.)

LARD OIL—Demand was fair and the market unchanged at New York. No. 1 was quoted at 10¾c; No. 2, 10½c; extra, 12¾c; extra No. 1, 11c; prime edible, 15c; inedible, 14c, and extra winter strained, 13c.

NEATSFOOT OIL—Demand was fair and the market steady and unchanged at New York. Cold test was quoted at 17¾c; extra, 11¾c; extra No. 1, 11c; pure, 12¾c, and special, 13c.

GREASES—There was substantial business in yellow and house grease at

the 6c level at New York during the past week. Prices were off about ½c from the previous week but consumers came into the market and were reported to have cleaned up producers' stocks fairly well. However, there were further offerings at the same levels, and demand appeared to have been satisfied.

There were some indications that soapers had turned to greases owing to relative firmness in tallow. Later in the week it was intimated that buyers' ideas on yellow and house grease were 5¾c, while sellers were holding at 6c.

At New York, choice white was 8c nominal; A white, 7@7¾c; B white, 6¾@7¾c, and yellow and house, 5%@6c.

Trade in grease at Chicago was generally slow during week although there was some activity on September 29 with couple tanks choice white grease sold at 8½c and car yellow grease at 6c, Chicago. Tank brown grease sold on September 30 at 5¾c, Cincinnati basis. Choice white grease was quoted on September 30 at 8¾c; A white, 7@7¾c; B white, 6½@6¾c; yellow, 10 to 15 f.f.a., 6c, and 16 to 20 f.f.a., 5%@6c, and brown, 5@5¾c.

BY-PRODUCTS MARKETS

Chicago, September 30, 1937.

Blood.

Domestic unground quoted \$3.50@3.60, Chicago basis.

Unit.
Ammonia.
Unground \$3.50@ 3.60

Digester Feed Tankage Materials.

Market steady to a shade lower. Bidding \$3.40, Chicago, for 11 to 12 per cent tankage; 100 tons 6 to 8 per cent fancy tankage sold \$3.75 plus 10c, Chicago.

Unground, 10 to 12% ammonia... \$3.40@3.50 & 10c
Unground, 6 to 10% choice quality 3.60@3.75 & 10c
Liquid stick @2.60

Packinghouse Feeds.

Market stronger on good demand.

Carlots,
Per ton.
Digester tankage meat meal, 60%... \$ @52.50
Meat and bone scraps, 50%..... @50.00
Raw bone meal for feeding..... @45.00

Bone Meals (Fertilizer Grades).

Market about steady at quoted prices.

Steam, ground, 3 & 50..... \$ @23.50
Steam, ground, 2 & 26..... @23.50

Fertilizer Materials.

Fertilizer tankage market quiet with prices firm in sympathy with surrounding markets.

High grd. tankage, ground, 10@11% am. \$ 3.25@ 3.35 & 10c
Bone tankage, ungrd., low gr., per ton @20.00
Hoof meal 3.40@ 3.50

Dry Rendered Tankage.

High test cake and expeller quoted 65@67½c; low testing, 70@72½c, c.a.f. Chicago. Car cracklings, 58 per cent protein sold at 65c, Chicago; 67½c reported paid for some slightly better cracklings and bid of 70c reported on low test.

Hard pressed and expeller unground per unit protein.....	65@.87½
Soft prd. pork, ac. grease & quality, ton	@45.00
Soft prd. beef, ac. grease & quality, ton	@35.00

Gelatin and Glue Stocks.

Market easy with product at lower prices in l.c.l. lots, c.a.f. Chicago.

Per ton.	
Calf trimmings	\$32.50@35.00
Pickled sheep trimmings	@35.00
Sinews, plazies	22.00@24.00
Cattle jaws, skulls and knuckles	28.00@30.00
Hide trimmings	18.00@20.00
Pig skin scraps and trim, per lb., l.c.l. 5% @ 6c	5% @ 6c

Horns, Bones and Hoofs.

Market quiet and prices nominal. Junk bones quoted delivered basis.

Per ton.	
Horns, according to grade.....	\$45.00@75.00
Cattle hoofs	@40.00
Junk bones	@20.00

(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Crude hair summer take-off quoted at \$50.00 per ton, c.a.f. Chicago.

Coil and field dried hog hair	21c@ 4½c
Processed, black winter, per lb.	7½c@10c
Cattle switches, each* .....	.2c @ 2½c

*According to count.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, SEPTEMBER 23, 1937.

High.	Low.	Close.
September .....	.....	6.75 bid
October .....	.....	6.90@7.30
November .....	.....	7.00 nom
December .....	.....	6.90@7.10
January	7.00	7.00
February .....	.....	6.80@7.05

MONDAY, SEPTEMBER 27, 1937.

September .....	.....	6.75 bid
October .....	.....	6.90@7.27
November .....	.....	7.00 nom
December	7.00	6.85@7.05
January	6.85@7.05	6.85@7.05
February .....	.....	6.85@7.05

TUESDAY, SEPTEMBER 28, 1937.

October .....	.....	6.80 bid
November	7.01	7.01
December	7.01	6.90@7.10
January	6.90@7.00	6.90@7.05
February	6.85@7.05	6.85@7.10
March	6.85@7.10	6.85@7.10

WEDNESDAY, SEPTEMBER 29, 1937.

October .....	.....	6.80 bid
November	7.00 nom	7.00 nom
December	7.00@7.10	7.00@7.10
January	6.90@7.10	6.90@7.10
February	6.90@7.10	6.90@7.10
March	6.95@7.10	6.95@7.10

(Continued on page 30.)

THURSDAY, SEPTEMBER 30, 1937.

October	6.75 bid
November	7.00 nom
December	7.00@7.12
January	6.90@7.07
February	6.90@7.10
March	6.90@7.10

FRIDAY, OCTOBER 1, 1937.

December	7.00@7.15
March	6.90@7.15

TALLOW STOCKS DECLINE

Production of 332,000,000 lbs. of inedible tallow during the first half of 1937 was 70,000,000 lbs. under consumption, according to a recent report by the New York Produce Exchange. Stocks of inedible tallow at the end of June, 1937, were down to 176,265,699 lbs., a decline of approximately 68,000,000 lbs. from stocks on January 1, and of 88,000,000 lbs. from stocks on June 30, 1937. Consumption during the first half of 1937 was 22,000,000 lbs. under the like period in 1936.

Consumption of inedible tallow made consecutive records in 1934, 1935 and 1936, with the respective totals 717,368,000, 718,357,000 and 725,974,000 lbs. Consumption exceeded production by 400,000,000 lbs. for the two years 1935 and 1936, the deficit being partly made up by imports and partly by withdrawals from stocks. There has been about a 45 per cent decline in total tallow stocks since 1934.

EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner.)

New York, September 29, 1937.

No sales of ground tankage have been reported but one car of unground tankage sold at \$3.20 and 10c f.o.b., local shipping point. There is very little interest being shown by buyers, but as the offerings are so limited the present prices are holding firm.

Dried blood is offered at \$3.50 per unit f.o.b., New York, but bids no doubt will be accepted as stocks are starting to accumulate.

Japanese sardine meal is being offered at \$45.00 New York from spot stocks here and for shipment at about \$46.50 per ton. There is very little buying interest in this material from either feeding or fertilizer buyers.

Other fertilizer materials such as sulphate of ammonia, nitrate of soda and superphosphate are holding firm in price with no change at present.

FINANCIAL NOTES

U. S. Cold Storage Co. has declared a payment of \$3 on arrearages on preferred stock, payable September 30, on stock of record on September 27.

Directors of Wilson & Co. have declared a quarterly dividend of 12½ cents on common stock, payable December 1, to shareholders of record on November 15, and a payment of \$1.50 on \$6 preferred stock, payable November 1, to stockholders of record on October 15.

PACKER AND FOOD STOCKS

Price ranges of listed stock, September 29, 1937, or nearest previous date, compared with a week ago.

	Sales.	High.	Low.	— Close.—
	Week Ended	Sept. 29.	Sept. 29.	Sept. 29.
Amal. Leather.	3,800	3%	3%	3% 4
Do. Pfd.	100	34	34	34 36
Amer. H. & L.	9,500	5	4%	5 5%
Do. Pfd.	400	31 1/2	31 1/2	31 1/2 32 1/2
Amer. Stores.	4,600	13 1/2	13	13 1/2 12 1/2
Arbuckle, Ill.	49,350	9%	8%	9 9%
Do. Pr. Pfd.	900	75	75	75 82
Do. Pfd.	100	100	100	100 101 1/4
Do. Del. Pfd.	...	...	...	105
Beechnut Pack.	...	...	...	107 1/2
Bohack, H. C.	...	...	...	4
Do. Pfd.	30	22 1/2	22 1/2	22 1/2 29
Chick. Co. Oil.	2,500	16%	16 1/2	16 1/2 17 1/2
Childs Co.	6,300	6%	6%	6% 7 1/2
Cudahy Pack.	3,200	23%	23%	23% 24 1/2
First Nat. Strs.	2,500	36%	36%	36% 38 1/2
Gen. Foods.	9,600	34 1/2	33 1/2	33 1/2 34 1/2
Gobel Co.	5,000	3	2	2 3 1/2
Gr. A & P	...	...	...	...
1st Pfd.	25	12 1/2	12 1/2	12 1/2 12 1/2
Do. New.	340	81	81	81 81
Hormel, G. A.	...	...	...	15 2 1/2
Hygrade Food.	1,500	2 1/2	2 1/2	2 1/2 2 1/2
Kroger G. & B.	5,700	18 1/2	18 1/2	18 1/2 18 1/2
Libby McNeill.	9,650	12%	12%	12% 13
Mickelberry Co.	4,200	3%	3%	3% 2 1/2
M. & H. Pfd.	100	3	3	3 3
Morrell & Co.	400	30 1/2	28 1/2	29 1/2 30 1/2
New. Tea.	1,600	5 1/2	5 1/2	5 1/2 6
Proc. & Gamb.	6,800	52 1/2	51 1/2	51 1/2 53 1/2
Do. Pr. Pfd.	140	118	118	118 117 1/4
Rath Pack.	50	19	19	19 19 1/4
Safeway Strs.	7,300	29 1/2	28%	29 1/2 29 1/2
Do. 5% Pfd.	40	95	95	95 95
Do. 6% Pfd.	30	98	98	98 103
Do. 7% Pfd.	...	...	...	106
Stahl Meyer.	200	2	2	2 2 1/2
Swift & Co.	13,350	21	20 1/2	21 20 1/2
Do. Int'l.	4,300	27 1/2	27 1/2	27 1/2 28 1/2
Truus Pork.	...	...	...	8
U. S. Leather.	4,900	7 1/2	7 1/2	7 1/2 7 1/2
Do. A.	4,900	12	12	12 13 1/2
Do. Pr. Pfd.	...	...	...	101
Wesson Oil.	2,700	32 1/2	31 1/2	32 1/2 35
Do. Pfd.	400	78	78	78 80
Wilson & Co.	16,700	7 1/2	7 1/2	7 1/2 7 1/2
Do. Pfd.	300	67	66 1/2	66 1/2 70 1/2

CHAIN STORE SALES

Cumulative sales of Kroger Grocery & Baking Co. for the first 36 weeks of 1937, ended September 11, showed an increase of 6 per cent over those of the like period of 1936. Sales for the 1937 period totaled \$172,732,250, a gain of \$9,610,176 over total business for the 1936 period. In the last four weeks of the period sales dropped 1 per cent below those of the like period a year earlier. The company had 4,172 stores in operation on September 11, 1937, a decrease of 45 units from the number operated a year ago.

American Stores Co., Philadelphia, report sales of \$8,042,914 for the four weeks ended August 28, a decline of .03 per cent from the 1936 period. The company expects to enter into an arrangement with the retail clerks affiliate of the American Federation of Labor, under which wages of clerks, managers and cashiers will be increased \$1 per week and the union given a preferential shop. This wage increase will cost \$300,000 annually.

Sales of National Tea Co. for the four weeks ended September 11 totaled \$4,486,744, a decrease of 3.9 per cent from those of the like period of 1936. Sales for the first 36 weeks of 1937 totaled \$43,516,681, an increase of 3.3 per cent over those of the like period of 1936. The company had 1,212 stores in operation on September 11 against 1,244 a year earlier.

Sales of Jewel Tea Co. in the first 36 weeks of 1937 totaled \$15,775,307, a gain of 14.6 per cent over volume of \$13,761,768 in the like period last year. Sales for the four weeks ended September 11 amounted to \$1,705,383, or 12.3 per cent above the corresponding 1936 period.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniums.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports.....	@27.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood, dried, 16% per unit.....	@ 3.50
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory.....	3.50@ 10c
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L. c.i.f. spot.....	@45.00
Oct.-Nov. shipment	@46.50
Fish scrap, acidulated, 7% ammonia, 3% A.P.A. f.o.b. fish factories.....	2.90 & 50c
Soda nitrate, per net ton: bulk, Oct.-June	@27.00
in 200-lb. bags, Oct.-June	@28.30
in 100-lb. bags, Oct.-June	@29.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	3.25 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.20 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@26.00
Bone meal, raw, 4 1/2% and 50%, in bags, per ton, c.i.f.....	@28.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 9.00

Dry Rendered Tankage.

50% unground	@.72%
60% unground	@.72%

CAKE AND MEAL EXPORTS

Cottonseed meal exported from the United States in July, 1937, totaled 67 tons, valued at \$2,399. No cottonseed cake was exported during the month.

TALLOWS AND GREASES

(Loose, basis Chicago.)

Per lb.

Edible tallow	14 1/2
Prime packers tallow	7 1/2 @ 7%
No. 1 tallow, 10% f.a.s.	6 1/2 @ 6%
Special tallow	6 1/2 @ 6%
Choice white grease	8 1/2
A-White grease, 4% acid	7 @ 7%
B-White grease, maximum 5% acid	6 1/2 @ 6%
Yellow grease, 16-20 f.a.s.	5 @ 6%
Brown grease, 40 f.a.s.	5 @ 5 1/2

ANIMAL OILS

(Basis Chicago.)

Per lb.

Prime edible	14 1/2
Prime inedible	13 1/2
Headlight	13 1/2
Prime W. S.	12 1/2
Extra W. S.	12 1/2
Extra lard oil	10 1/2
Extra No. 1 lard oil	10 1/2
No. 1 lard oil	10 1/2
No. 2 lard oil	10
Acidless tallow oil	10 1/2
20° C. T. neatsfoot oil	16 1/2
Pure neatsfoot oil	13 1/2
Spec. neatsfoot oil	12 1/2
Extra neatsfoot oil	10 1/2
No. 1 neatsfoot oil	10 1/2

VEGETABLE OILS

WEEKLY MARKET REVIEW

COTTONSEED oil futures continued to back and fill over a narrow range and within striking distance of the season's lowest levels this week. However, the market again displayed considerable stubbornness toward declines. News was very mixed and the trade lacked outstanding features. Commission houses and professionals were first on one side and then on the other side of the market.

Ideal growing weather in the South, a tendency to raise cotton crop estimates, and easiness in allied markets and securities combined to bring about scattered selling and liquidation in the oil market. Excellent cash oil demand and lack of any particular hedge selling acted as supporting influences to prices around the 7c level.

The market gave evidence during the week that it was more ready to respond to constructive factors than to destructive news. Situation in the cash oil market was very steady and thus far there have been no tenders on October oil contracts. The huge discount of oil under lard attracted some speculative absorption. There was less interest in the foreign situation.

There was some disposition to sell late oil months against purchase of cotton by spreaders, around 1c per pound difference.

Offerings Scarce on Declines

The outstanding feature of trading was tendency of offerings of oil to dry up on declines. This was partly due to fact that crude oil was not moving freely and was a little steadier. This was difficult to explain since weather in the South was favorable with little rain. Absence of pressure from the new crop must be laid either to a tendency to hold seed for better prices or to inability to move seed early.

It was reported from Texas that farmers intend to use the poorer seed for fertilizer.

There was a fair volume of trade in crude during the week, especially in the Southeast and Valley where sales were made at 6c, or up 1/2c from extreme lows. In Texas, some trading passed at 5 1/2@5 1/2c, or a shade better than inside figures for the season.

Latest private cotton crop estimates indicate a production of 16,583,000 bales. Some factors believe that the government October 1 estimate may prove to be even closer to the 17,000,000 bale figure. Growth of cotton is apt to continue until frost.

Cash circles reported another week of good trade in oil and shortening. Business during September has been excellent and it is felt that September consumption will exceed the 317,000 bbls. in

August. Some are predicting that September consumption will exceed 350,000 bbls. compared with 252,000 bbls. last year. With lard stocks declining and shortening continuing relatively cheap, it is believed that the outlook is favorable for heavy October distribution.

COCOANUT OIL.—There was a tendency to offer cocoanut oil to the United States a little more freely and the market showed some signs of giving ground. At New York, oil was quoted at 4 1/2@4 1/2c and on the Pacific coast at 4 1/2c.

CORN OIL.—More or less nominal conditions continued to rule the market at New York. Prices were around 6 1/2c with the trade awaiting the new crop.

SOYA BEAN OIL.—There was little apparent change in the market at New York. Sellers were asking 6 1/2c and buyers' ideas were around 5 1/2c. Forward shipment oil was available around 6c.

PEANUT OIL.—Offerings continued light at New York. The market was around 7c for nearby oil and 6 1/2c nominal on forward shipments.

PALM OIL.—Trade was rather quiet at New York and the market was steady while awaiting a better idea on new crops. Nigre for shipment was quoted at 4 1/2c; soft oils, 3.90c, and Sumatra, 3 1/2@3 1/2c.

PALM KERNEL OIL.—Trade was slow at New York and the market was quoted around 4.80c.

OLIVE OIL FOOTS.—Trade was limited at New York. Nearby foots

were quoted at 10c and forward shipment at 9c.

COTTONSEED OIL.—Valley and Southeast crude were quoted on September 29 at 6.00 paid; Texas 5.87 1/2 paid at common points, Dallas 6.00 nominal.

Market transactions at New York:

Friday, September 24, 1937

	Sales.	Range	Closing
		Bid. Asked	
Oct.	24	723 717	717 a trad
Nov.	...	...	718 a nom
Dec.	11	729 722	722 a trad
Jan.	13	732 725	725 a 726
Feb.	...	...	725 a nom
Mar.	58	738 730	731 a trad
April	...	...	732 a nom
May	24	743 738	737 a 738

Saturday, September 25, 1937

Oct.	37	715 707	707 a trad
Nov.	...	...	710 a nom
Dec.	5	720 718	718 a trad
Jan.	15	724 720	722 a trad
Feb.	...	...	722 a nom
Mar.	43	730 726	727 a trad
April	...	...	727 a nom
May	27	735 733	736 a trad

Monday, September 27, 1937

Oct.	38	706 702	706 a 05tr
Nov.	...	...	705 a nom
Dec.	18	721 715	717 a 719
Jan.	13	722 718	721 a 723
Feb.	...	...	721 a nom
Mar.	24	730 725	728 a 29tr
April	...	...	730 a nom
May	31	736 733	735 a trad

Tuesday, September 28, 1937

Oct.	10	712 707	716 a 720
Nov.	...	...	720 a nom
Dec.	4	724 720	724 a 727
Jan.	13	728 724	729 a 731
Feb.	...	...	730 a nom
Mar.	58	736 728	736 a trad
April	...	...	738 a nom
May	38	744 738	744 a 43tr

Wednesday, September 29, 1937

Oct.	18	718 710	718 a trad
Nov.	...	...	719 a nom
Dec.	10	724 721	724 a trad
Jan.	22	728 728	727 a 28tr
Feb.	...	...	730 a nom
Mar.	27	733 730	733 a 735
April	...	...	735 a nom
May	29	740 735	740 a 741

Thursday, September 30, 1937

Oct.	...	735 733	733 a 737
Dec.	...	745 727	741 a trad
Jan.	...	748 729	745 a 746
Mar.	...	753 735	750 a trad
May	...	759 747	756 a 757

(See page 88 for later markets.)

HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Aside from some further export trade on light native cows to Japan at unchanged prices, there was no change in the situation in the packer hide market this week. Calf and kipskins moved in a large way at lower prices.

One packer moved 10,000 light native cows, the light end or 23/45 lb., at a price to net 17½c, and later confirmed 12,000 more light native cows steady with earlier trading, all going to Japan. It is intimated that further business in that direction is still pending.

However, the recent export business of this type at prices in line with packers' ideas seems to have had little effect on the ideas of domestic tanners, who are faced with the problem of raising leather prices in the face of declines in other commodities or buying hides in line with leather prices. Packers are holding the best seasonal take-off of the year and have shown no inclination thus far to weaken in their ideas of value. Aside from some inquiries from specialty leather tanners for heavy native steers and heavy cows, also extreme light native steers, at about a cent down, bids appear to be lacking in any quantity sufficient to tempt packers.

The hide futures market drifted about 50 points lower during the week, in sympathy with declines in other commodity markets. Some re-sale offerings of last fall take-off light native cows are coming out and understood to be available around 14½c but this price is below parity with the futures market.

Cattle receipts at the seven western markets for the first four days this week were 198,000 head, compared with 219,000 last week and 193,000 a year ago. A new 18-year top price for well finished cattle was paid at Chicago this week, which helped to attract shipments, but actual slaughter figures are considerably below receipts.

Last trading prices are still quoted in a nominal way on hides but the only inquiries recently have been at around a cent less and trading is still awaited to define prices.

August shoe production was estimated at 38,484,461 pairs, as against 34,755,727 in July, the usual seasonal increase, and 40,668,207 in Aug. last year; total for first eight months this year 305,288,879 pairs compared with 270,612,974 for same period last year.

OUTSIDE SMALL PACKER HIDES.—Several cars outside small packer all-weight natives sold at 14½c, selected, del'd Chgo., brands ½c less; one car sold same basis, f.o.b. shipping point. Another car moved at 14½c, Chgo., for choice light avge. stock, with take-off well known to buyer. Mixed

lots quoted around 14c. Chgo. take-off only nominal at 14½c.

PACIFIC COAST.—Trading still awaited to establish prices in the Coast market. Most of July production had moved before trading stopped, with last sales at 17½c for steers and 16c for cows, but some adjustment in prices will undoubtedly be made when business is resumed.

FOREIGN WET SALTED HIDES.—South American steers sold a shade higher early in the week when 12,000 Argentine steers, mostly Sansineras, sold to England and the States at 98 pesos, equal to about 15½c, c.i.f. New York, as against 97 pesos or 15½c last week. Later, 1,000 Gualeguaychu steers sold at 99 pesos or 16½c; 1,250 Gualeguaychu reject steers at 95 pesos or 15½c; 1,000 Gualeguaychu light steers at 94 pesos or 15½c, and 1,000 Gualeguaychu reject light steers at 90 pesos or 14½c.

COUNTRY HIDES.—Trading continues very restricted in country hides. Receipts of all-weights are extremely small just now and are not expected to show any great increase until the winter kill starts. All-weights generally quoted 11½@12c untrimmed, selected, delivered Chicago, but difficult to get offerings that basis. Heavy steers and cows nominal around 11½@11½c, trimmed. Car trimmed buff weights reported at 12c, although 12½@12½c usually asked. Holders of extremes seem more inclined to listen to tanners' ideas; one car trimmed extremes was reported at 14c, although 14½@14½c asked on most offerings. Bulls and glues 9½@9½c flat. All-weight branded hides 10½@11c flat.

CALFSKINS.—Packers moved 150,000 or more July-Aug. calfskins at prices 4c lower for heavies 9½/15 lb., and 2½c down for lights under 9½ lb. Trading started at close of last week, one packer moving 14,000 Aug. Detroit, Cleveland and Evansville skins at 24c for heavies and 21c for lights; 16,000 Aug. northern heavies sold at 23c, 14,000 July-Aug. River point heavies at 22c, 8,500 southerns at 18c, and 20,000 Milwaukee all-weights at 21c, selected, for both packers and cities. Another packer moved 11,000 and third packer 15,000 July-Aug. heavies at 23c for northerns and 22c for River points, and later sold total of 16,000 July-Aug. lights at 20½c. Fourth packer sold 25,000 July-Aug. heavy northerns and River points, also 5,000 southerns, same basis; also some lights at 20½c, and couple packers credited with booking some lights to tanning account.

Chicago city 8/10 lb. calf are available at 18½c, or ½c off, but offerings limited; car 10/15 lb. sold at 18½c, or ½c decline from last week, and more available. Outside cities 8/15 lb., quoted

around 18c nom.; mixed cities and countries 16@16½c; straight countries 14@14½c flat. Chicago city light calf and deacons well sold up last week at \$1.25.

KIPSKINS.—Packer Sept. kipskins are moving at 1@1½c decline from August sales. One packer sold 11,000 Sept. production at 18c for northern natives, 17c for northern over-weights, southerns a cent less, and brands at 15½c. Another sold 5,500 northern natives at 18c, 1,500 northern over-weights 17c, and 1,700 brands 15½c. Third packer sold 8,500 southern natives and 5,000 brands, and fourth packer most of natives and all over-weights, same basis.

Offerings of Chicago city kipskins at 17c are unsold and, although intimated 16½c would be accepted, bids are lacking. Outside cities quoted around 16c nom.; mixed cities and countries about 15c; straight countries 13½@14c flat.

Bids of \$1.00 declined for packer Aug. regular slunks, asking \$1.05@1.10.

HORSEHIDES.—Market shows an easier trend, with trading light. Choice city renderers, with full manes and tails, have been reported at \$5.10@5.20 but some quote \$4.90@5.00 as closer to present market, selected, f.o.b. nearby points. Ordinary trimmed renderers \$4.50@4.75, del'd Chicago; mixed city and country lots \$4.00@4.25, Chicago.

SHEEPSKINS.—Dry pelts quiet and nominal at 23½@24½c per lb., del'd Chgo. One packer reports moving 12,000 shearlings this week, No. 1's at \$1.25 and some better stock at \$1.35, No. 2's \$1.15 and No. 3's 85c; other packers quote No. 1's \$1.20@1.25 and steady to 5c down on other grades; some sales reported in one direction under these prices but confirmation not obtainable. Production is limited now. Pickled skins are dull and buying interest lacking; offerings at \$7.75@8.00 per doz. unsold and inquiries quiet. Packer lamb pelts also slow, with \$1.75@1.85 per cwt. live lamb reported bid for outside packer pelts and \$1.90 per cwt. last paid locally to an independent packer. The slow wool trade recently has caused buyers to talk lower on all pelts and skins.

New York

PACKER HIDES.—While packers continue to quote their last sale prices and talk 20c for Aug.-Sept. natives, 19½c for butt brands and 19c for Colorados, these quotations are only nominal pending resumption of trading in the western market. One packer still holds several months prior to August.

CALFSKINS.—Market quiet, the trading previous week having about cleaned up offerings for the moment, especially on the heavier weights. Last trading in collectors' 5-7's was at \$1.60, 7-9's at \$2.00 and 9-12's at \$2.90. Packers last sold 5-7's at \$1.80, 7-9's at \$2.20 and 9-12's at \$3.20, with 9-12 buttermilks at \$2.80.

Watch "Wanted" page for Bargains.

The National Provisioner

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 1, 1937, with comparisons:

PACKER HIDES.			
	Week ended Oct. 1.	Prev. week.	Cor. week, 1936.
Spr. nat. str.	19 1/2	19 1/2	15 1/2
Hvy. nat. str.	19 1/2	19 1/2	15 1/2
Hvy. Tex. str.	19 1/2	19 1/2	15
Hvy. butt brnd'd str.	19 1/2	19 1/2	15
Hvy. Col. str.	19	19	14 1/2
Ex-light Tex. str.	16 1/2	16 1/2	11 1/2
Brnd'd cows.	16 1/2	16 1/2	11 1/2
Hvy. nat. cows	18 1/2	18 1/2	13 1/2
Lt. nat. cows	17 1/2	17 1/2	11 1/2
Nat. bulls...	14 1/2	14 1/2	10 1/2
Brnd'd bulls...	13 1/2	13 1/2	9 1/2
Calfskins...	20 1/2	23	21 1/2
Kips, nat. str.	18	19	10 1/2
Kips, ov-wt.	17	17	13
Kips, brnd'd.	15 1/2	16 1/2	13 1/2
Slunks, reg. 1.00@1.10	1.00	1.10	1.02
Slunks, hrs. 45	50	45	45

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	14	14 1/2	11	11 1/2
Branded	13 1/2	14 1/2	10 1/2	11 1/2
Nat. bulls...	12	12 1/2	9	9 1/2
Brnd'd bulls...	11	11 1/2	8	8 1/2
Calfskins...	18 1/2	19	17	17 1/2
Kips	16	17 1/2	17 1/2	14
Slunks, reg. 95	1.00	95	1.00	90
Slunks, hrs. 35	40	35	40	25

COUNTRY HIDES.

Hvy. steers...	11 1/2	11 1/2	8	8 1/2
Hvy. cows...	11 1/2	11 1/2	8	8 1/2
Bulls...	12	12 1/2	9	9 1/2
Extremes...	11	14 1/2	8	10 1/2
Bulls...	9 1/2	9 1/2	6 1/2	6 1/2
Calfskins...	14	14 1/2	12 1/2	13
Kips	13 1/2	14 1/2	11 1/2	12
Light calf.	85	1.00	80	95
Deacons...	85	1.00	80	95
Slunks, reg. 70	80	70	80	65
Slunks, hrs. 15	25	15	25	10
Horsehides	4.00@5.10	4.25@5.20	3.10@3.80	

SHEEPSKINS.

Pkr. lambs...				
Sml. pkr. lambs				
Pkr. shearlings 1.20@1.35	1.25	1.35	95	1.00
Dry pelts...	23 1/2	24 1/2	24	25n
	18	19		

N. Y. HIDE FUTURE MARKETS

Saturday, Sept. 25, 1937—No session.

Monday, Sept. 27, 1937—Close: Dec. 15.15 bid; Mar. 15.53 sale; June 15.85@15.90 sale; Sept. 16.17 nom.; sales 117 lots. Closing 13@15 lower.

Tuesday, Sept. 28, 1937—Close: Dec. 15.00 sale; Mar. 15.34@15.35 sale; June 15.69@15.75; Sept. 16.00 nom.; sales 65 lots. Closing 15@19 lower.

Wednesday, Sept. 29, 1937—Close: Dec. 14.87 sale; Mar. 15.22 sale; June 15.58 sale; Sept. 15.89 n; sales 163 lots. Closing 11@13 lower.

Thursday, Sept. 30, 1937—Close: Dec. 14.85 sale; Mar. 15.16@15.18; June 15.48@15.54; Sept. 15.79 n; sales 80 lots. Closing 2@10 lower.

Friday, Oct. 1, 1937—Close: Dec. 14.88@14.97; Mar. 15.26 sales; June 15.57 bid; Sept. (1938), 15.90@16.00; sales 54 lots. Closing 3 to 11 higher.

HULL OIL MARKETS

Hull, England, September 29, 1937.—Refined oil, 23s 6d. Egyptian crude cottonseed oil, 20s 6d.

Week Ending October 2, 1937

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were easier during latter part of week on moderate October tenders on contracts, scattered liquidation and some selling in evening up to await Chicago monthly stock statement. Hog market rather steady.

Cottonseed Oil

Cotton oil bulged 20 points Thursday on press reports from the South of movement underway to have some governmental agency buy 500,000,000 lbs. cottonseed oil, such as the government is doing in cotton. General short covering weakened the technical position, and with no follow-through-buying on Friday, prices reacted 10 points. Cash oil demand continued excellent. Crude oil was firmer; Texas, 6c sales; Southeast and Valley, 6 1/2c sales.

Quotations on bleachable cottonseed oil at close of market on Friday were: Oct. 7.33@7.39; Dec. 7.35@7.38; Jan. 7.40; Mar. 7.46; May 7.53. Tone steady. Sales 147 lots.

Tallow

Tallow, extra 7 1/4c lb. f.o.b.

Stearine

Stearine, 9c.

Friday's Lard Markets

New York, Oct. 1, 1937.—Prices are for export. Lard, prime Western, \$11.55@11.65; middle Western \$11.55@11.65; city, 11 1/2c; refined Continent 12 1/2c; South American, 12 1/2c; Brazil kegs, 12 1/2c; compound, 10 1/2c in carlots.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended October 1, 1937 totaled 418,505 lbs. of lard and 76,500 lbs. of bacon.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to October 1, 1937: To the United Kingdom, 75,363 quarters; to the Continent, 39,174. Last week to United Kingdom, 126,057 quarters; to the Continent, 36,792.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of September 25, 1937, totaled 360,250 lbs.; greases 98,200 lbs.; stearine 2,240; tallow none.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, September 30, 1937—General provision market firmer, owing to small arrivals; fair demand for A. C. hams and pure lard.

Friday's prices were: Hams, American cut, 109s; hams, long cut, unquoted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 84s; Wiltshires, unquoted; Cumblands, 69s; Canadian Wiltshires, 95s; Canadian Cumblands, 81s; spot lard, 67s.

LIVERPOOL PROVISION STOCKS

Provision stocks on hand October 1, 1937, as estimated by Liverpool Trade Association:

	Oct. 1, 1937.	Sept. 1, 1936.	Oct. 1, 1936.
Bacon, lbs.	3,360	13,552	176,624
Ham, lbs.	56,448	443,968	1,643,376
Shoulders, lbs.	336	.....	4,480
Butter, cwt.*	6,218	8,008	7,814
Cheese, cwt.*	25,114	26,555	16,374
Lard, steam (U. S.) tons.	47	22	.....
Lard, steam (Canada)	25	37	.....
Lard, steam (Argentina)	71	92	10
Lard, refined (U. S.) tons	270	606	1,064
Lard, refined (Canada)	38	59	58
Lard, refined (Can. & So. Amer.) tons	2	4	15

*(Ton of 2,240 lbs., cwt., 112 lbs.)

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Sept. 25, 1937.	Week ended Sept. 26, 1936.	Nov. 1 ended Sept. 25, 1937.
PORK.			
To	bbis.	bbis.	bbis.
United Kingdom	.....	.....	10
Continent	5	.....	271
Total	5	.....	281

	M lbs.	M lbs.	M lbs.
United Kingdom	322	410	95,780
Continent	.....	.....	88
West Indies	.....	.....	223
B. N. A. Colonies	.....	.....	20
Other Countries	.....	.....	5
Total	322	410	96,126

	M lbs.	M lbs.	M lbs.
United Kingdom	981	1,872	84,217
Continent	41	147	2,707
Sth. and Ctl. America	.....	.....	1,514
West Indies	240	.....	5,033
B. N. A. Colonies	.....	.....	137
Other Countries	.....	.....	9
Total	1,262	2,019	93,617

TOTAL EXPORTS BY PORTS.

	Pork, bbls.	Hams, M lbs.	Lard, M lbs.
From			
New York	5	121	360
New Orleans	.....	.....	240
Montreal	.....	201	662
Total week	5	322	1,262
Previous week	.....	232	2,596
2 weeks ago	.....	222	893
Cor. week 1936	.....	410	2,019

SUMMARY NOV. 1, 1936 TO SEPT. 25, 1937.

1936-37. 1935-36.

	M lbs.	M lbs.	M lbs.
Pork, M lbs.	56	.....	249
Bacon and Hams, M lbs.	96,127	74,468	.....
Lard, M lbs.	93,617	90,975	.....

LIVE STOCK MARKETS

WEEKLY REVIEW

FEWER GRASS CATTLE

Shipments of cattle and calves from the 17 states in the Western cattle area, extending from North Dakota to Texas and westward, during the five months August to December, 1937, will be about 5 per cent smaller than shipments during the corresponding period of 1936, according to the report of the Bureau of Agricultural Economics. This reduction is equivalent to about 330,000 head. Compared with 1935 shipments, the estimated numbers to be shipped this year will be about 3 per cent larger and with the 10-year (1925-1934) average, they will be 13 per cent larger.

Reduction in total marketings this fall from last will be a result of the much smaller movement from the States where the 1936 drought forced heavy marketings in that year, and where the droughts of 1934 and 1936 caused marked decreases in cattle numbers. This includes all of the Northern Great Plains states. In other states where feed conditions in 1936 were fairly good and where there was a tendency to reduce marketings in 1936 because of the decline in cattle prices, marketings this fall are expected to exceed those of 1936. Included in this group are Texas, Colorado and most of the states west of the continental divide.

The increased production of feed grains this year in the Corn Belt states and the much lower feed prices in prospect compared with 1936 are expected to result in a much better demand for, and larger purchases of, feeder cattle this fall than in the fall of 1936. Hence, it is probable that a large number of the cattle marketed this fall from the Western cattle states will be bought for finishing purposes, and that the decrease in the number going to immediate slaughter will be considerably greater than the decrease in total marketings.

Ranges and pastures in most of the Western cattle states have been better

this year than last and much better in the states that suffered most from the 1936 drought, except in restricted areas. The most important of these latter is the Sand Hills area of Nebraska where pastures are about as poor as, and hay and feed supplies will be smaller than, in either of the drought years of 1934 and 1936. In general, cattle marketed from the Western cattle states this fall will be in very good condition.

SHOW IS BEEF SUPPLY GUIDE

The month of October will, in the opinion of cattlemen, see the peak movement of choice stock calves and yearling stockers from Southwest ranges to market. In the past several years, owing to drought conditions, this movement came earlier, and in 1934 it materialized in August. This year ranges in most producing sections have been good, especially good in the higher altitude country, so that conditions are most favorable for the October movement.

Kansas City is a natural gateway between the Southwest and Corn Belt feeding sections. The vanguard of this movement appeared this week, when Monday's supply of stock calves and yearlings was the largest of the season thus far. The trade anticipates that the week of October 16 to 23-American Royal Show Week-will see the largest supplies, as there will be numerous offerings in the carlot stocker and feeder division of the show, as well as on the open market at that time.

Fall marketing of stock calves and yearlings has an important bearing on the supply of long fed cattle in the following year, as it is mostly from these young cattle that feeders make selections that are handled in feed lots for a period of eight to twelve months.

RECEIPTS AT CHIEF CENTERS

Week ended Sept. 24, 1937:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 24	313,000	250,000	40,000
Previous week	278,000	257,000	425,000
1936	290,000	347,000	461,000
1935	294,000	214,000	444,000
1934	401,000	431,000	735,000

At 11 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 24	236,000	163,000	265,000
Previous week	240,000	143,000	200,000
1936	215,000	225,000	271,000
1935	204,000	124,000	245,000
1934	317,000	326,000	522,000
1933	204,000	928,000	282,000
1932	197,000	319,000	343,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 24	236,000	163,000	265,000
Previous week	240,000	143,000	200,000
1936	215,000	225,000	271,000
1935	204,000	124,000	245,000
1934	317,000	326,000	522,000
1933	204,000	928,000	282,000
1932	197,000	319,000	343,000

U. S. INSPECTED HOG KILL

At 8 points for the week ended September 24, 1937:

	Week ended Sept. 24	Prev. week	Cor. week, 1936
Chicago	57,975	43,328	58,491
Kansas City, Kansas	17,817	15,865	26,917
Omaha	17,463	14,626	21,700
St. Louis & East St. Louis	34,264	31,190	35,836
St. Louis	17,462	7,162	10,084
St. Joseph	9,862	5,273	14,737
St. Paul	24,065	16,733	37,789
N. Y., Newark and J. C.	41,650	40,116	39,153
Total	213,368	174,689	244,717

NEW YORK LIVESTOCK

Receipts week ended September 25, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,254	15,778	3,036	41,041
Central Union	1,912	983	...	15,144
New York	124	3,910	20,356	6,054
Total	7,290	20,671	23,392	62,239
Last week	5,707	16,698	22,322	66,223
Two weeks ago	4,431	13,789	13,755	45,533



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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., September 30, 1937—At 20 concentration points and 10 packing plants in Iowa and Minnesota, general undertone in week's hog trade was fairly active despite considerable increase in receipts compared with week and year ago. Thursday's market was 20@35c lower than preceding Saturday; butcher hogs reflected most of decline. General quality of run was again somewhat improved. Current prices of good to choice 180 to 250-lb., mostly \$11.25@11.40 with some concentrating yards bidding down to \$11.15 or less. Practical top, \$11.40; strictly choice hogs quotable above \$11.50 sparingly; 250 to 270-lb., \$11.00@11.25; 270 to 290-lb., \$10.90@11.10; 290 to 350-lb., \$10.50@11.00; 160 to 180-lb., \$9.80@10.80; comparable grade light lights, \$9.20@10.20; good packing sows, 425-lb. down, \$9.65@10.05; smooth light sows, \$10.10 or slightly higher and heavier kinds down to around \$9.40.

Receipts week ended September 30, 1937:

	This week.	Last week.
Friday, Sept. 24	12,600	15,900
Saturday, Sept. 25	13,500	8,000
Monday, Sept. 27	25,100	15,300
Tuesday, Sept. 28	12,100	8,800
Wednesday, Sept. 29	19,200	12,800
Thursday, Sept. 30	16,700	14,200

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Sept. 23.	Last week week.	Same week 1936.
Top Prices			
Toronto	\$10.00	\$ 9.50	\$ 6.15
Montreal	9.00	8.00	6.25
Winnipeg	9.50	9.00	5.50
Calgary	6.75	6.50	4.25
Edmonton	6.50	6.50	4.75
Prince Albert	5.25	5.75	3.00
Moose Jaw	6.00	6.60	4.00
Saskatoon	5.50	5.50	4.00

VEAL CALVES.

	Week ended Sept. 23.	Last week week.	Same week 1936.
Toronto	\$11.00	\$10.00	\$ 9.00
Montreal	9.00	9.50	8.00
Winnipeg	7.00	6.50	5.50
Calgary	6.00	6.00	3.25
Edmonton	6.00	6.00	4.00
Prince Albert	5.50	5.00	3.50
Moose Jaw	5.50	5.00	4.00
Saskatoon	5.50	5.50	4.85

BACON HOGS.

	Week ended Sept. 23.	Last week week.	Same week 1936.
Toronto	\$11.00	\$11.50	\$ 8.35
Montreal (1)	10.50	10.25	8.75
Winnipeg (1)	9.65	9.65	8.00
Calgary	9.60	9.50	7.75
Edmonton	9.40	9.40	8.25
Prince Albert	9.40	9.40	7.75
Moose Jaw	9.50	9.50	7.75
Saskatoon	9.40	9.40	7.75

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

	Week ended Sept. 23.	Last week week.	Same week 1936.
Toronto	\$ 9.00	\$ 9.00	\$ 8.25
Montreal	8.75	9.00	7.25
Winnipeg	7.25	7.75	6.50
Calgary	6.50	6.50	5.75
Edmonton	6.25	6.00	6.00
Prince Albert	6.50	7.00	5.25
Moose Jaw	6.50	7.00	6.00
Saskatoon	6.25	7.25	5.40

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 29,000 cattle, 6,067 calves, 26,722 hogs and 24,498 sheep.

Week Ending October 2, 1937

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, September 30, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or city hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,

Good-choice	\$11.00@12.00	\$11.40@12.00	\$10.25@11.00	\$10.50@11.00	\$11.00@11.40
Medium	10.40@11.45	10.90@11.75	9.75@10.75	10.00@11.00	10.50@11.25

Lt. wt., 160-180 lbs.,

Good-choice	11.45@12.20	11.85@12.05	10.75@11.85	11.00@11.65	11.25@11.50
Medium	10.75@11.75	11.85@11.85	10.25@11.10	10.50@11.40	11.00@11.40

Lt. wt., 180-200 lbs.,

Good-choice	11.75@12.35	11.85@12.05	11.10@11.80	11.40@11.70	11.40@11.50
Medium	11.25@12.00	11.25@11.90	10.60@11.50	11.15@11.50	11.10@11.40

Med. wt.,

200-220 lbs., gd-ch.	12.00@12.35	11.80@12.00	11.50@11.65	11.50@11.70	11.40@11.50
220-250 lbs., gd-ch.	12.00@12.35	11.75@12.00	11.40@11.65	11.50@11.70	11.40@11.50

Hvy. wt.,

250-290 lbs., gd-ch.	11.75@12.25	11.55@11.85	11.10@11.50	11.35@11.65	11.05@11.50
290-350 lbs., gd-ch.	11.40@12.00	11.35@11.65	10.75@11.25	11.10@11.60	10.65@11.15

PACKING SOWS:

275-350 lbs., good	10.80@11.00	10.50@10.75	10.00@10.25	10.25@10.65	10.10@10.30
350-425 lbs., good	10.65@10.80	10.25@10.60	9.85@10.10	10.00@10.40	9.90@10.10
425-550 lbs., good	10.10@10.65	10.15@10.50	9.65@10.00	9.75@10.25	9.80@10.00
275-550 lbs., medium	9.50@10.80	9.40@10.50	9.40@9.85	9.25@10.25	9.15@10.15

SLAUGHTER PIGS, 100-140 lbs.:

Good-choice	10.00@11.65	10.65@11.60	.....	9.85@10.75	10.50@11.25
Medium	9.65@11.00	10.25@11.35	.....	9.25@10.50	.....

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,

Choice	14.00@17.75	12.50@16.25	12.75@17.25	12.50@16.00	13.50@16.75
Good	10.25@16.25	10.50@15.25	10.25@15.25	10.00@15.00	10.00@15.00
Medium	8.50@12.50	8.50@11.75	8.50@11.75	7.25@10.75	7.50@10.25
Common (plain)	6.00@8.50	6.75@8.50	6.00@8.50	5.75@7.50	5.75@8.00

STEERS, 900-1100 lbs.,

Prime	17.75@19.50	.....	.....	.....	.....
Choice	16.25@19.00	15.25@16.75	15.25@17.75	15.25@16.00	15.00@17.75
Good	10.50@17.75	11.00@15.50	10.75@16.00	10.75@15.50	10.25@15.75
Medium	8.50@12.50	8.50@11.75	8.50@11.75	7.50@11.50	8.00@11.75
Common (plain)	7.00@9.00	7.25@8.75	6.25@9.00	6.25@8.00	6.50@8.25

STEERS, 1100-1300 lbs.,

Prime	19.00@20.00	.....	17.75@19.25	.....	.....
Choice	17.75@19.50	15.50@17.00	16.00@18.00	.....	15.75@17.75
Good	12.50@18.25	11.75@15.75	11.75@16.25	11.50@16.00	11.75@16.00
Medium	9.00@13.00	8.75@12.00	9.00@12.50	8.00@12.00	8.25@12.25

STEERS, 1300-1500 lbs.,

Prime	19.50@20.00	.....	.....	.....	15.50@17.75
Choice	18.25@19.50	15.75@17.00	16.25@18.00	.....	12.00@15.50
Good	13.00@18.25	12.00@15.75	12.50@16.25	.....	.....
Medium	9.00@13.00	8.75@12.00	9.00@12.50	8.00@12.00	8.25@12.25

HEIFERS, 550-750 lbs.,

Choice	14.00@15.00	12.00@14.25	12.25@14.75	11.50@14.25	12.00@14.50
Good	10.25@14.00	9.50@12.00	10.00@12.25	8.50@12.25	9.25@12.50
Common (plain), medium	5.50@10.25	5.50@9.50	5.25@10.25	4.75@9.00	5.00@9.75
Low cutter-cutter	3.75@5.35	3.50@5.00	3.75@5.00	3.50@4.75	3.25@4.75

HEIFERS, 750-900 lbs.,

Good-choice	9.75@16.00	.....	10.25@15.25	9.00@14.50	9.75@14.75
Common (plain), medium	5.75@10.25	.....	5.50@10.25	4.75@9.00	5.25@9.75
Low cutter-cutter	3.75@5.35	3.50@5.00	3.75@5.00	3.50@4.75	3.25@4.75

COWS:

Choice	9.00@10.50	8.75@10.00	6.25@8.25	6.75@8.50

PACKERS' PURCHASES

Purchases of Livestock by packers at principal centers for the week ending Saturday, September 25, 1937, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,132	3,626	10,262
Swift & Co.	2,046	1,289	8,621
Morris & Co.	1,018	1,018	...
Wilson & Co.	5,254	3,476	5,128
Anglo-Amer. Prov. Co.	241	...	...
G. H. Hammond Co.	2,033	...	...
Shippers	14,841	8,712	9,621
Others	12,812	14,641	7,722

Brennan Packing Co., 1,259 hogs; Western Packing Co., Inc., 2,065 hogs; Agar Packing Co., 3,954 hogs.

Total: 43,807 cattle; 7,336 calves; 39,011 hogs; 41,354 sheep.

Not including 2,833 cattle, 419 calves, 13,472 hogs and 32,217 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,439	1,959	2,271	4,443
Cudahy Pkg. Co.	3,141	1,544	916	4,399
Swift & Co.	3,071	1,499	1,339	3,569
Wilson & Co.	3,932	1,480	1,079	3,384
Indep. Pkg. Co.	292	...	...	...
Meyer Kornblum	1,168	17	...	...
Others	11,660	1,564	2,675	6,088

Total 27,411 8,063 8,502 21,883

Not including 11,965 hogs bought direct.

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,713	...	1,884	5,215
Cudahy Pkg. Co.	6,236	...	3,051	9,240
Dold Pkg. Co.	1,544	...	2,373	...
Morris & Co.	3,091	...	2,845	2,744
Swift & Co.	4,865	...	2,751	0,361
Others	9,471	...	30,229	...

Eagle Pkg. Co., 49 cattle; Greater Omaha Pkg., 174 cattle; Geo. Hoffman Pkg. Co., 36 cattle; Lewis Pkg. Co., 733 cattle; Omaha Pkg. Co., 137 cattle; Joe Roth & Sons, 192 cattle; So. Omaha Pkg. Co., 298 cattle; Lincoln Pkg. Co., 801 cattle; Wilson & Co., 318 cattle.

Total: 23,202 cattle and calves; 22,375 hogs; 22,990 sheep.

Not including 4,412 hogs and 4,207 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,209	2,336	4,059	7,563
Swift & Co.	3,946	2,637	3,281	5,991
Morris & Co.	1,829	324	540	...
Hunter Pkg. Co.	2,222	1,301	2,059	1,011
Hell Pkg. Co.	...	...	1,898	...
Krey Pkg. Co.	...	...	1,895	...
Laclede Pkg. Co.	...	...	1,210	...
Shippers	13,432	12,850	11,030	5,483
Others	4,661	491	2,350	3,849

Total 27,692 19,048 28,352 23,847

Not including 3,794 cattle, 5,978 calves, 20,823 hogs and 2,733 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,268	718	4,739	8,399
Armour and Co.	2,626	710	4,302	5,243
Others	2,600	120	714	929

Total 6,894 1,548 9,755 14,571

Not including 115 cattle, 1,088 hogs and 2,292 sheep bought direct.

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,727	384	3,954	3,325
Armour and Co.	2,400	322	4,102	1,916
Swift & Co.	1,944	297	2,512	3,024
Shippers	4,968	350	3,348	1,485
Others	412	45	35	...

Total 12,451 1,398 13,951 9,750

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,223	1,901	3,126	724
Wilson & Co.	3,217	2,069	3,174	655
Others	280	37	550	...

Total 6,720 4,127 6,850 1,379

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,656	4,297	2,829	2,951
Swift & Co.	3,810	4,438	3,148	3,597
City Pkg. Co.	302	134	236	...
B. Bonnet Pkg. Co.	270	155	39	...
H. Rosenthal Pkg. Co.	256	42	14	...

Total 9,294 9,066 6,266 6,548

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	732	210	1,461	6,522
Armour and Co.	696	314	1,334	5,201
Cudahy Pkg. Co.	1,103	228	778	2,930
Others	1,596	354	610	461

Total 4,427 1,106 4,183 15,114

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,697	1,242	1,675	1,215
Dold Pkg. Co.	890	73	1,192	...
Wichita D. B. Co.	18	...	...	...
Dunn-Ostertag	114	...	...	...
Fred W. Dold	128	...	315	...
Sunflower Pkg. Co.	58	...	74	...
Pioneer Cattle Co.	94	...	...	...
Keefe Pkg. Co.	333	...	...	...

Total 3,341 1,315 3,256 1,215

Not including 60 cattle, 1,161 hogs and 552 sheep bought direct.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,131	3,456	9,515	1,500
Omaha Pkg. Co. Chi.	598	...	...	2,404
Armour and Co. Mill.	1,022	1,714	...	...
Armour and Co. Chi.	293	...	...	...
N. Y. B. Dr. Meat.	39	...	...	...
Michels Pkg. Co.	55	22	...	...
Shippers	697	7	60	303
Others	1,066	1,104	21	276

Total 5,901 6,303 9,596 4,483

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,228	3,188	7,133	8,170
Cudahy Pkg. Co.	1,395	1,656	527	...
M. Rifkin & Son	247	24	...	...
Swift & Co.	7,422	4,638	10,722	14,262
United Packing Co.	2,693	390	...	...
Others	1,193	399	1,798	2,054

Total 18,180 10,295 20,180 24,486

Not including 113 cattle, 300 calves, 831 hogs and 928 sheep bought direct.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,752	840	4,897	6,320
Armour and Co.	905	348	1,488	...
Hilgemeier Bros.	8	...	706	...
Stump Bros.	105	8	245	...
Meier Pkg. Co.	105	...	...	...
Maas Hartman Co.	49	16	...	...
Wabnits and Deters	67	66	311	82
Stark & Wetzel	117	26	244	...
Shippers	3,558	2,943	21,624	5,976
Others	1,249	194	166	584

Total 5,941 1,858 12,588 6,643

Not including 371 cattle, 265 calves, 565 hogs and 4,781 sheep bought direct.

RECAPITULATION.

CATTLE.

	Week ended	Prev. week.	Cor. week.
Sept. 25.	46,560	47,646	47,646
Chicago	45,807	46,560	47,646
Kansas City	27,411	26,239	24,136
Omaha*	23,202	19,394	25,972
East St. Louis	27,692	24,756	22,658
St. Joseph	6,782	7,456	8,153
Omaha City	12,451	10,397	15,396
Wichita	6,720	5,029	5,772
St. Paul	8,341	2,756	5,048
Denver	18,180	16,086	20,166
Milwaukee	5,901	4,838	4,090
St. Paul	21,375	18,375	20,166
St. Joseph	9,755	7,459	16,709
Sioux City	13,951	11,922	16,942
Oklahoma City	6,850	5,669	5,352
St. Paul	3,285	3,587	4,612
Denver	4,433	4,144	4,612
St. Paul	20,180	18,978	20,166
Milwaukee	9,596	7,791	12,004
St. Joseph	29,790	33,857	37,541
Cincinnati	12,588	15,270	20,456
Ft. Worth	6,266	7,373	2,378

Total 203,071 187,156 197,915

*Cattle and calves.

HOGS.

	Sheep.
Chicago	41,354
Kansas City	21,883
Omaha	22,990
St. Joseph	14,571
Sioux City	9,750
Chicago	53,965
Kansas City	24,351
Omaha	13,527
St. Joseph	16,504
Sioux City	12,286
Chicago	56,879
Kansas City	31,600
Omaha	24,351
St. Joseph	16,504
Sioux City	12,286
Chicago	58,374

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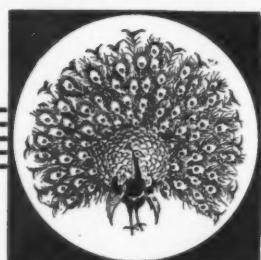
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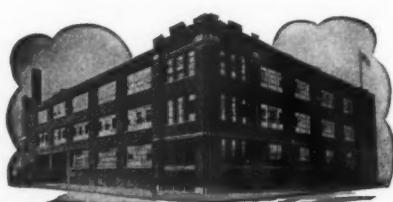
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Up and Down

MEAT

Meat Packing 40 Years Ago

(From The National Provisioner, Oct. 2, 1897.)

Pork packing at Chicago from March 1 to September 22, 1897, totaled 3,385,000 hogs. This compared with 2,915,000 hogs packed in the like period of 1896. Packing at Kansas City was next highest, totaling 1,622,000 hogs, compared with 1,148,000 in the 1896 period.

Kansas City stock yards reported receipts of 2,380,332 hogs during the first nine months of 1897. This was 546,147 more than in the like period of 1896.

Large shipments of live cattle from Texas gulf ports to Havana, Cuba, were reported.

Executive committee of the American Federation of Labor decided to place certain Kansas City packers on the "we don't patronize" list at the request of some of the Kansas City unions.

Increased appropriation for the U. S. Bureau of Animal Industry was advocated by Secretary of Agriculture James Wilson, to increase facilities of the bureau for inspection of meat intended for foreign shipment.

Evansville Packing Co., Evansville, Ind., was incorporated for \$100,000 to succeed Eichel & Weil Packing Co. Incorporators were Jacob Eichel, Chas. W. Fuhrer and William Eichel.

Expansion of Swarzschild & Sulzberger Co. included opening of a branch plant at Milwaukee, completion of a Chicago North Side branch and new fertilizer and glue factories in Kansas City.

Meat Packing 25 Years Ago

(From The National Provisioner, Oct. 5, 1912.)

Secretary of Agriculture James Wilson said he saw no hope of beef getting much cheaper, owing to scarcity of cattle.

Federal inspection regulations required that when labels were submitted for approval for use on meat products, a list of all ingredients and percentage of each be written on reverse side.

Plans for the seventh annual convention of the American Meat Packers Association were completed for October 14, 15 and 16 at Hotel Sherman, Chicago. Banquet was known as a "flank steak dinner," to be held at the Congress hotel, with Harry A. Wheeler, Chicago, as principal speaker.

Michigan state supreme court held the recently-enacted state oleomargarine law unconstitutional, because it unlawfully restricted rights of dealers to advertise an authorized and legitimate article of food.

Wm. Moland's Sons, Philadelphia, founded by Wm. Moland in 1854, pointed with pride to the long-time service of some of its employes, notably Louis A. Whittington, who had been with the firm 48 years. The Moland firm was said to be the first to put up sliced bacon in pound packages.

George Rupp, head of George Rupp & Co., pork packers, Hamilton, O., and one of the best-known packers in the Middle West, died at the age of 60 years.

George L. Pratt, head hog buyer for Armour and Company, retired after 36 years of continuous service with the company.

Street & Corkran, Baltimore packers, opened a new city market on South Howard street, with H. L. Piel, jr., in charge.

Provision Co., Louisville, Ky., spent part of his vacation in Chicago this week.

Adolph Rosenberg, who has been with J. R. Beiersdorf & Bro., Chicago, for the past 18 years, has been put in charge of their provisions, fresh pork, smoked meat and sausage departments, in all of which he has had extended experience.

H. L. MacWilliams, well-known packinghouse sales executive, has joined the

executive sales staff of the P. Brennan Company, Chicago, and will assume his new duties this week. For 10 years he was in charge of sales for the Dold Packing Co., Omaha, Neb., and for the past three and one-half years he has been general manager of the Nuckolls Packing Co., Pueblo, Colo., which position he resigned to

return to the East. His many friends in the trade in the Chicago territory will be glad to have him among them again.

Pfaelzer Brothers, Chicago, announce the appointment of Charles Collins as advertising and sales promotional manager. Mr. Collins is well versed in all angles of meat buying problems, having traveled throughout the East for three years as sales representative of Pfaelzer Brothers. Since the first of the year he has been active in advertising, and several intensive advertising campaigns have been planned by Pfaelzer Brothers



H. L.
MacWILLIAMS

Chicago News of Today

Leon Weil, superintendent, Weil Packing Co., Evansville, Ind., was a visitor in Chicago during the week.

R. C. Pollock, general manager, National Live Stock and Meat Board, attended the Dairy Cattle Congress at Waterloo, Ia., this week to inspect the Board's exhibit there.

Fred Meyers, Dubuque Packing Co., Dubuque, Ia., visited in Chicago during the week.

President Ira Loewenstein, Superior Packing Co., St. Paul and Chicago, and Mrs. Loewenstein curtailed their Eastern vacation trip and returned to Chicago this week.

M. P. Burt, superintendent, Louisville



THREE MEAT EXPERTS START FOR THEMSELVES

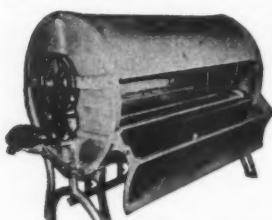
Central Packing Co. has been formed at Cape Girardeau, Mo., by A. Hermann, president and general manager (left); Joe Francis, vice president in charge of sausage production (right); and A. A. Bollack, secretary-treasurer (center) in charge of sales and credits. They have taken over the plant of the Miles Packing Co. and are completely modernizing it. Messrs. Hermann and Francis were in business for themselves in St. Louis and Mr. Bollack was with the Springfield Packing Co.

Make YOUR Container say QUALITY

ATTRACTIVE, colorful lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.



THE HEEKIN CAN CO.—CINCINNATI, OHIO



NEW SYSTEM Rotary Oven

Burns Any Gas

Produces Best Quality Loaves and Roasts at Lowest Fuel and Power Cost.

Built for Service

36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

Names of users and complete details on request.

\$350 Small
\$375 Medium
\$475 Large
F.O.B. Factory

Brand Bros., Inc.
410 E. 49th St., New York City

For Better Manufactured MEAT PRODUCTS

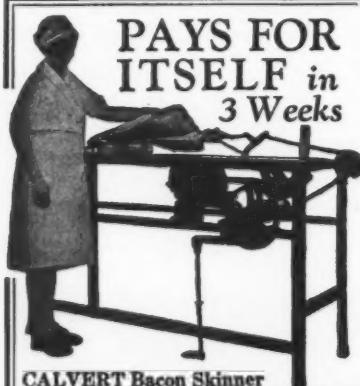
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DRIED SKIM MILK**

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Northeastern Territory only

DAIRYMEN'S LEAGUE CO-OP. ASS'N, INC.
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PAYS FOR ITSELF in 3 Weeks

In a representative small plant, labor savings *alone* paid the cost of a CALVERT Bacon Skinner in three weeks! If you slice 500 pounds of bacon a week, the CALVERT will give you similar savings.

Write!

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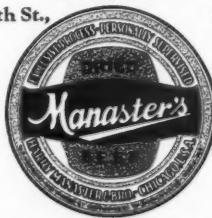
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Choicest
Sausage
Material



Selected
Beef
Cuts

WHOLESALE MEATS

Oppenheimer Casing Co.

Importers **SAUSAGE CASINGS** *Exporters*
CHICAGO, U. S. A.

New York, London, Hamburg, Sydney, Toronto, Wellington, Buenos Aires, Tientsin

and will be put into effect in the near future as the result of the appointment of Mr. Collins.

Fire damaged the Swift & Co. wholesale market building at the Yards on Wednesday to the extent of about \$150,000. Damage was chiefly on upper floors, used for dry storage. Meat in coolers was saved, and business has continued as usual.

New York News Notes

Vice president W. J. Cawley, Wilson & Co., Chicago, spent a day in New York prior to sailing on September 28 for Mrs. Cawley on the s.s. Europa for England.

E. J. Davidson, branch house department, and Al Wilson, casing department, Wilson & Co., Chicago, were in New York last week.

Visitors from Swift & Co. to New York last week included R. H. Gifford, and W. B. Adams, branch house sales department; H. C. Stanton, soap department; T. C. Tait, canned foods, and A. L. Scott, beef, lamb and veal department, of Swift & Company, Chicago.

Dubuque Packing Co., Dubuque, Ia., has opened a district sales office at 408 West 14th st., New York, with Milton Weiss as manager.

Countrywide News Notes

Improvements are being made in Salt Lake City packinghouses and slaughtering plants with a view to bringing all establishments up to federal standards.

Edwin Frank, head of the Edwin Frank Company, Los Angeles, Calif., well-known Pacific Coast sausage manufacturers, passed away on August 28. He had been ill for some time.

William Ciralsky, 53, founder and president, Ciralsky Packing Co., West Toledo, O., died of pneumonia on September 25. Mr. Ciralsky emigrated from Russia to the United States in 1900 and opened a retail meat store in Toledo, later engaging in the packing business. He had been associated with the meat industry continuously for the past 37 years. His sons, Ira, Milton and Maurice, have been associated with him in the packing business and will continue it.

Harold E. Sperling, assistant sales manager, Frank & Company, Milwaukee, passed away on September 18 after a brief illness. He had been with the company for many years and had a wide circle of friends in the trade because of his pleasant personality as well as his knowledge of the business.

After 39 years of continuous service A. E. (Doc) Griffin of Armour and Company, South St. Paul, was placed on the retired list on September 18. Doc started his career with Armour as an accountant at the Omaha plant in 1898, worked his way up through the departments and eventually became head of the provision department. When the new plant was opened in South St. Paul in 1919 he was selected to head its newly-organized provision department. He made many warm friends during his stay in St. Paul and they gave him a testimonial dinner on September 18. He plans to go South for an extended visit, but will make St. Paul his home.

direction of Prof. W. J. Loeffel of the University of Nebraska not only called visitors' attention to meat and lard, but featured some interesting facts in the present day meat trade.

One feature was a chorus of five little pigs made of lard, standing on their hind feet singing that now well-established lard song:

We have a task ahead of us
To keep the nation wise;
That lard excels for shortening
For doughnuts, cakes and pies.
Lard's best for deep fat frying, too.
It's wholesome, don't forget;
Digests with ease—is sure to please,
Economy! you bet!

Another feature visualized the imported cooked ham in tins stepping with ease over the U. S. tariff wall. A poster accompanying this exhibit stated that "38,000,000 pounds of foreign hams hurdled the low U. S. tariff wall during the first six months of 1937. This equals the total ham production of all Chicago packers during the same period."

There were other exhibit features, one comparing beef quality and the other showing that there are still many bargains in meat and lard at present price levels when compared with the low prices of two years ago. These are shown in the accompanying illustration.

Meats used in the exhibit were furnished by the Lincoln Packing Co., Lincoln, Neb., and refrigeration by the Baker Ice Machine Co., Omaha, Neb.

MEAT BARGAINS PICTURED

Consumers were shown just a few present-day meat bargains in this exhibit at the recent Nebraska State Fair at Lincoln. A whole ham cost only 7c more than the same type ham cost one and two years ago. Link sausage was 2c more than a year ago, but 1c less than two years ago. Sliced bacon cost 3c less than two years ago, but 5c more than a year ago. Packaged lard cost only 3c per lb. more than one and two years ago.



RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

NEW YORK, CHICAGO.

	Sept. 15,	Sept. 15,	Sept. 15,	Sept. 15,	Sept. 15,	Sept. 15,
Beef:	Sept. 1937.	Sept. 1936.	Sept. 1935.	Sept. 1936.	Sept. 1936.	Sept. 1935.
Porterhouse steak	.58	.46	.50	.56	.42	.45
Sirloin steak	.50	.40	.43	.48	.38	.39
Round steak	.48	.37	.41	.41	.33	.35
Rib roast, 1st 6 cuts	.38	.30	.34	.36	.30	.31
Chuck roast	.32	.24	.26	.29	.21	.24
Plate beef	.18	.12	.17	.18	.13	.15
Lamb:						
Legs	.30	.28	.28	.29	.28	.28
Loin chops	.47	.46	.41	.44	.41	.38
Rib chops	.39	.38	.34	.41	.36	.34
Stewing	.15	.13	.11	.17	.18	.16
Pork:						
Chops, center cuts	.40	.40	.40	.41	.39	.38
Bacon, strips	.40	.38	.43	.40	.36	.42
Bacon, sliced	.46	.44	.48	.47	.43	.49
Hams, whole	.33	.34	.36	.32	.31	.32
Picnics, smoked	.27	.25	.36	.27	.28	.25
Lard	.19	.18	.23	.17	.16	.21
Veal:						
Cutlets	.48	.44	.45	.43	.38	.39
Loin chops	.39	.37	.39	.34	.33	.32
Rib chops	.33	.31	.32	.29	.29	.29
Stewing (breast)	.18	.17	.18	.16	.15	.15

¹Top round at New York.

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score)	@34%	35% @36
Creamery (90-91 score)	32% @32%	34% @35
Creamery firsts (88-90 score)	32% @32%	32% @33%

EGGS.

	@23 1/2	23 1/2 @24	25 @26
Extra firsts			
Firsts, fresh	22% @23 1/2		
Standards			25 @26

LIVE POULTRY.

	12 @22	17 @26	22 @27
Fowls			
Spring	20 @23		
Broilers	17 @24		
Turkeys	16 @23		
Ducks	16 @20		
Geese	10 @17		

DRESSED POULTRY.

	@26	@25 1/2
Chickens, 36-42, fresh		
Chickens, 43-54, fresh	26% @27	@26
Chickens, 55 & up, fresh	28	28 1/2
Fowls, 31-47, fresh	21 @23 1/2	21 @23 1/2
48-59, fresh	24 1/2 @25	24 1/2 @25
60 and up, fresh	26% @26	@26

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended Sept. 23, 1937:

	Sept. 17.	18.	20.	21.	22.	23.
Chicago	34%	34%	35	35	35	34%
New York	35%	35	35 1/2	35 1/2	35 1/2	35 1/2
Boston	35%	35	35 1/2	35 1/2	35 1/2	35%
Phila.	35%	35 1/2	36	36	36	36
San Fran.	36 1/2	36 1/2	36 1/2	36 1/2	36	36

Wholesale prices carlots—fresh centralized—90 score at Chicago:

34% 34% 34% 34% 34% 34%

Receipts of butter by cities (tubs):

	This week.	Last week.	Year.	Since Jan. 1, 1936.
Chicago	41,572	32,559	36,776	2,565,074
N. Y.	38,187	44,039	42,727	2,433,178
Boston	15,929	14,498	15,208	878,000
Phila.	12,400	11,554	18,015	747,118
Total	108,097	102,650	107,723	6,623,430

Total storage movement (lbs.):

	In Sept. 23.	Out Sept. 23.	On hand Sept. 24.	week day last year.
Chicago	275,359	264,337	33,160,089	25,258,073
New York	141,856	245,196	10,084,807	12,526,893
Boston	11,040	10,047	4,588,091	2,908,794
Phila.	18,300	13,540	2,330,381	2,956,826
Total	446,615	628,120	50,163,818	43,850,586

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on September 30, 1937:

FRESH BEEF: CHICAGO. BOSTON. NEW YORK. PHILA.

STEERS, 300-500 lbs.¹:

Choice	\$23.00 @25.00	.....	16.00 @22.50	.....
Good	18.00 @23.00	.....	13.00 @16.00	.....
Medium	13.50 @18.00	.....	11.50 @13.50	.....
Common (plain)	11.50 @13.50	.....	11.50 @13.00	.....

STEERS, 500-600 lbs.:

Choice	23.00 @25.00	.....	23.50 @27.00	.....
Good	18.00 @23.00	.....	16.00 @23.00	18.00 @24.50
Medium	13.50 @18.00	13.00 @16.00	14.00 @18.00	14.00 @18.00
Common (plain)	11.50 @13.50	11.50 @13.00	12.00 @12.50	11.00 @12.50

STEERS, 600-700 lbs.:

Prime	27.00 @28.00	.....	.....	.....
Choice	24.00 @26.00	24.00 @27.00	23.50 @27.00	.....
Good	20.00 @24.00	18.00 @24.00	16.00 @23.00	18.00 @24.50
Medium	15.00 @20.00	14.00 @18.00	13.00 @16.50	14.00 @18.00

STEERS, 700 lbs. up:

Prime	27.00 @28.00	.....	.....	.....
Choice	24.00 @26.00	25.00 @27.50	24.00 @27.50	.....
Good	20.00 @24.00	18.50 @25.00	17.00 @23.50	18.00 @24.50
Medium	15.00 @20.00	14.00 @18.00	13.00 @16.50	14.00 @18.00

COWS:

Good	13.50 @15.50	14.00 @15.50	14.50 @15.50	14.00 @15.00
Medium	11.50 @13.50	12.00 @13.00	12.50 @14.50	12.50 @14.00
Common (plain)	10.50 @11.50	11.50 @11.00	11.50 @12.50	11.00 @12.50

FRESH VEAL AND CALF:

VEAL ² :	18.00 @19.00	20.00 @21.00	20.00 @22.00	20.00 @21.00
Choice	18.00 @19.00	18.50 @19.50	17.50 @18.50	18.00 @19.00
Good	17.00 @18.00	17.50 @18.50	16.50 @17.50	17.00 @18.00
Medium	15.00 @17.00	16.00 @17.50	15.00 @16.50	16.00 @17.00
Common (plain)	14.00 @15.00	15.00 @16.00	13.00 @15.00	14.00 @16.00

FRESH LAMB AND MUTTON:

SPRING LAMB, 38 lbs. down:	18.00 @19.00	18.50 @19.50	17.50 @18.50	18.00 @19.00
Choice	18.00 @19.00	18.50 @19.50	17.50 @18.50	18.00 @19.00
Good	17.00 @18.00	17.50 @18.50	16.50 @17.50	17.00 @18.00
Medium	15.00 @17.00	16.00 @17.50	15.00 @16.50	16.00 @17.00
Common (plain)	13.00 @15.00	15.00 @16.00	13.00 @15.00	14.00 @16.00

SPRING LAMB, 39-45 lbs.:

Choice	18.00 @19.00	18.50 @19.50	17.50 @18.50	18.00 @19.00
Good	17.00 @18.00	17.50 @18.50	16.50 @17.50	17.00 @18.00
Medium	15.00 @17.00	16.00 @17.50	15.00 @16.50	16.00 @17.00
Common (plain)	13.00 @15.00	15.00 @16.00	13.00 @15.00	14.00 @16.00

SPRING LAMB, 46-55 lbs.:

Choice	18.00 @19.00	18.00 @19.00	17.00 @18.00	18.00 @19.00
Good	17.00 @18.00	17.00 @18.00	16.00 @17.00	17.00 @18.00

MUTTON, Ewe, 70 lbs. down:

Good	9.00 @10.00	12.00 @13.00	10.00 @12.00	10.00 @12.00
Medium	7.50 @ 9.00	10.00 @12.00	8.00 @10.00	8.00 @10.00
Common (plain)	6.50 @ 7.50	9.00 @10.00	7.00 @ 8.00	7.00 @ 8.00

of Agri-
7:
PHILA.

3.00@24.50
4.00@18.00
2.00@14.00

3.00@24.50
4.00@18.00

4.00@15.00
2.50@14.00
1.00@12.50

9.00@21.00
8.00@20.00
6.00@18.00
4.00@16.00

14.00@15.00
13.00@14.00
11.00@13.00

18.00@19.00
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18.00@19.00
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24.00@27.00
24.00@27.00
22.00@25.00
20.00@22.00

24.00@26.00

chicago. "In-

is, Minn.,
33 Fourth

business at

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ille, Mich.

ovisioner

Buyers' Guide to new machinery, equipment and supplies

COMPACT PICKLE PUMP

The practice of artery pumping of hams, tongues, briskets, etc., is growing rapidly, and the pickle pump, accordingly, is becoming an increasingly important piece of equipment in the meat packing plant.

A number of advantages are claimed for the pump shown in the accompanying illustration. Among these are:

1.—Moistureproof motor direct connected to gear pump on base casting.

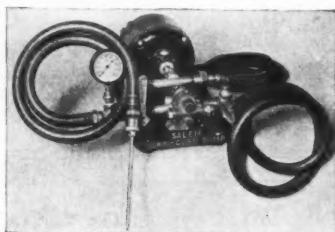
2.—Bronze pump machined so accurately that it will easily handle 100 lbs. pressure.

3.—A pressure gauge to show exact pressure at which relief valve is operating.

4.—Relief valve conveniently mounted in pump to accommodate different classes of meat where higher or lower pressure is wanted.

5.—Lever valve located handy to operator; will open and close brine line positively.

6.—Extra heavy flexible intake and discharge hose are easily connected to pump with heavy brass couplings.



SURE-CURE PICKLE PUMP

7.—Both spray and artery needles are improved stainless steel. Needles will stand highest pumping pressure and have removable tips to facilitate thorough cleansing.

8.—The unit meets all pure food laws and is designed to help the packer cure his meat quickly and well.

Pump is manufactured by the Salem Tool Co., Salem, O., and is marketed under the trade name "Sure-Cure."

PRESSURE GAUGE FOR FATS

New type pressure gauge shown in accompanying illustration, a product of the Jas. P. Marsh Corp., Chicago, is designed for use on viscous liquids, including tallow, grease, glue, etc., where the ordinary bourdon type gauge will clog

and become inoperative. It can be used to indicate pressure or liquid level.



Gauge combines a standard bourdon type gauge and a diaphragm housing, the whole system being filled with non-freezing, non-compressible liquid. Pressure applied to diaphragm causes liquid to operate bourdon tube and movement, resulting in accurate and sensitive indication of pressure changes.

SMALL AIR COMPRESSORS

A new line of fractional horsepower air compressors, suitable for use in the small sausage kitchen and in other locations about the meat packing plant, has been announced by Ingersoll-Rand Co. They are available in $\frac{1}{4}$ to $\frac{1}{2}$ h.p. sizes, have automatic start and stop control and are equipped with a new style seamless steel tank and check valve. Both $\frac{1}{4}$ and $\frac{1}{2}$ h.p. sizes are available on a 2.4 cu. ft. tank. The $\frac{1}{2}$ h.p. size is also furnished with a 4.6 cu. ft. tank in either vertical or horizontal mounting.

NEW STOCKINET FIRM

C. C. Carroll has severed his connection with the Wynantskill Mfg. Co. and will engage for himself in the business of servicing the meat industry with stockinet materials. The Nolan family, whose members were originators of many improvements in stockinet products for packinghouse use, are interested with Mr. Carroll in the new venture, and the new firm is prepared to offer the same superior service and quality and advanced design in meat bags characteristic of their earlier endeavors.

New Trade Literature

Dust Prevention (NL 422).—A 4-page folder describing how to dustproof driveways, parking spaces, etc., with calcium chloride. Treatment is said to be economical, harmless and easy to apply.—Solvay Sales Corp.

Measuring Fillers (NL 423).—Catalog No. 44, in which is illustrated and described the complete line of Harrington lard measuring fillers. Specifications are given for various units from smallest to those with capacity of 3,600 one-lb. cartons or 500 fifty-lb. tubs or cans per hour. Packers with lard packaging problems will find much of interest in this booklet.—Allbright-Nell Co.

Cooling and Heating (NL 424).—A 12-page illustrated booklet describing equipment available for industrial air conditioning, refrigeration and space heating, ranging from the one-room "weathermaker" to a self-contained centrifugal refrigerating machine for use in large scale commercial air conditioning installations. A feature is an explanation of conditions under which the equipment operates best.—Carrier Corp.

Diesel Generating Sets (NL 425).—Bulletin 3600-A2 describes and illustrates construction and application of model 36-A Diesel generating sets, widely used in industrial plants either as independent units carrying the entire power load or for parallel or auxiliary operation in conjunction with other electric service.—Fairbanks, Morse & Co.

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Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

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WILMINGTON DELAWARE

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef

	Week ended	Cor. week,
Prime native steers—	Sept. 29, 1937.	1936.
400-600	26 1/2 @ 27 1/2	16 @ 16 1/2
600-800	26 1/2 @ 27 1/2	15 1/2 @ 16
800-1000	27 1/2 @ 28 1/2	14 1/2 @ 15 1/2
Good native steers—		
400-600	25 @ 25 1/2	15 1/2 @ 16
600-800	25 @ 25 1/2	14 1/2 @ 15 1/2
800-1000	25 @ 25 1/2	14 @ 14 1/2
Medium steers—		
400-600	22 @ 22 1/2	15 @ 15 1/2
600-800	22 @ 22 1/2	14 @ 14 1/2
800-1000	22 @ 22 1/2	13 1/2 @ 14
Heifers, good, 400-600	22 @ 22	14 1/2 @ 15
Cows, 400-600	11 1/2 @ 14	9 1/2 @ 10 1/2
Hind quarters, choice	@ 33	@ 20
Fore quarters, choice	@ 21	@ 13

Beef Cuts

Steer loins, prime.....	@ 56	@ 31
Steer loins, No. 1.....	@ 50	@ 28
Steer loins, No. 2.....	@ 40	@ 27
Steer short loins, prime.....	@ 73	@ 42
Steer short loins, No. 1.....	@ 63	@ 33
Steer short loins, No. 2.....	@ 44	@ 32
Steer loin ends (hips).....	@ 37	@ 24
Steer loin ends, No. 2.....	@ 36	@ 23
Cow loins.....	@ 24	@ 18
Cow short loins.....	@ 32	@ 21
Cow loin ends (hips).....	@ 18	@ 15
Steer ribs, prime.....	@ 40	@ 19
Steer ribs, No. 1.....	@ 40	@ 17 1/2
Steer ribs, No. 2.....	@ 33	@ 16 1/2
Cow ribs, No. 2.....	@ 18	@ 11
Cow ribs, No. 3.....	@ 13	@ 10
Steer rounds, prime.....	@ 23 1/2	@ 15 1/2
Steer rounds, No. 1.....	@ 21 1/2	@ 14 1/2
Steer rounds, No. 2.....	@ 20	@ 14
Steer chuck, prime.....	@ 21	@ 12
Steer chuck, No. 1.....	@ 19	@ 12
Steer chuck, No. 2.....	@ 18	@ 11 1/2
Cow rounds.....	@ 13 1/2	@ 12 1/2
Cow chuck.....	@ 12 1/2	@ 9 1/2
Steer plates.....	@ 15	@ 8
Medium plates.....	@ 15	@ 7 1/2
Briskets, No. 1.....	@ 23	@ 11 1/2
Steer navel ends.....	@ 13	@ 7
Cow navel ends.....	@ 10	@ 6 1/2
Fore shanks.....	@ 10	@ 6
Hind shanks.....	@ 8	@ 5
Strip loins, No. 1, bbls.....	@ 87	@ 50
Strip loins, No. 2.....	@ 60	@ 40
Sirloin butts, No. 1.....	@ 40	@ 28
Sirloin butts, No. 2.....	@ 25	@ 18
Beef tenderloins, No. 1.....	@ 30	@ 15
Beef tenderloins, No. 2.....	@ 65	@ 40
Rump butts.....	@ 14	@ 11 1/2
Flank steaks.....	@ 24	@ 20
Shoulder clods.....	@ 16	@ 12
Hanging tenderloins.....	@ 18	@ 12
Insides, green, 6@8 lbs.....	@ 16 1/2	@ 14
Outsides, green, 5@6 lbs.....	@ 15 1/2	@ 13
Knuckles, green, 5@6 lbs.....	@ 16 1/2	@ 14

Beef Products

Brains (per lb.).....	@ 9	@ 7
Hearts.....	@ 11	@ 10
Tongues.....	@ 19	@ 18
Sweetbreads.....	@ 22	@ 15
Ox-tail, per lb.....	@ 10	@ 7
Fresh tripe, plain.....	@ 9	@ 9
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2
Livers.....	@ 20	@ 18
Kidneys, per lb.....	@ 9	@ 10

Veal

Choice carcass.....	20 @ 21	16 @ 17
Good carcass.....	15 @ 19	14 @ 15
Good saddles.....	25 @ 26	19 @ 21
Good racks.....	14 @ 16	12 @ 14
Medium racks.....	10 @ 11	@ 10

Veal Products

Brains, each.....	@ 10	@ 9 1/2
Sweetbreads.....	@ 35	@ 35
Calf livers.....	@ 35	@ 35

Lamb

Choice lambs.....	@ 21	@ 17
Medium lambs.....	@ 19	@ 15
Choice saddles.....	23	@ 20
Medium saddles.....	@ 26	@ 18
Choice foors.....	@ 17	@ 14
Medium foors.....	@ 16	@ 12
Lamb fries, per lb.....	@ 30	@ 25
Lamb tongues, per lb.....	@ 15	@ 15
Lamb kidneys, per lb.....	@ 20	@ 20

Mutton

Heavy sheep.....	@ 9	@ 6
Light sheep.....	@ 11	@ 8
Heavy saddles.....	@ 11	@ 8
Light saddles.....	@ 13	@ 10
Heavy foors.....	@ 7	@ 4
Light foors.....	@ 9	@ 6
Mutton legs.....	@ 13	@ 11
Mutton stew.....	@ 10	@ 8
Sheep tongues, per lb.....	@ 6 1/2	@ 5
Sheep heads, each.....	@ 14	@ 10

Week Ending October 2, 1937

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@ 27	@ 23
Picnics.....	@ 20	@ 15
Skinned shoulders.....	@ 19 1/2	@ 16
Tenderloins.....	@ 40	@ 32
Spare ribs.....	@ 20	@ 14
Back fat.....	@ 19	@ 13
Boston butts.....	@ 26	@ 21
Buttless butts, cellar trifles, 2@4.....	@ 20	@ 27
Hocks.....	@ 13	@ 10
Tails.....	@ 13	@ 10
Neck bones.....	@ 8	@ 4 1/2
Slip bones.....	@ 13	@ 13
Blade bones.....	@ 15 1/2	@ 12 1/2
Pigs' feet.....	@ 6	@ 5
Kidneys, per lb.....	@ 10	@ 9
Livers.....	@ 13	@ 9 1/2
Brains.....	@ 9	@ 8
Ears.....	@ 6	@ 6
Snouts.....	@ 10	@ 9
Heads.....	@ 10	@ 8
Chitterlings.....	@ 6	@ 6

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 16%
Clear bellies, 18@20 lbs.	@ 16%
Rib bellies, 25@30 lbs.	@ 16%
Fat backs, 10@12 lbs.	@ 17%
Fat backs, 14@16 lbs.	@ 17%
Regular plates.....	@ 15%
Jowl butts.....	@ 15%

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper.....	27 1/2 @ 28 1/4
Fancy std. hams, 14@16 lbs., parchment paper.....	28 @ 29
Standard reg. hams, 14@16 lbs., plain.....	28 1/2 @ 29 1/2
Picnics, 4@8 lbs., short shanks, plain.....	28 @ 26
Picnics, 4@8 lbs., long shanks, plain.....	24 1/2 @ 23 1/4
Fancy bacon, 6@8 lbs., parchment paper.....	35 1/2 @ 36 1/4
Standard bacon, 6@8 lbs., plain.....	30 @ 31
No. 1 beef sets, smoked.....	
Insides, 8@12 lbs.....	28 @ 29
Outsides, 5@9 lbs.....	26 @ 27
Knuckles, 5@9 lbs.....	26 @ 27
Cooked hams, choice, skin on, fattened.....	42 1/2
Cooked hams, choice, skinless, fattened.....	45
Cooked picnics, skin on, fattened.....	31 @ 31
Cooked picnics, skinned, fattened.....	32 @ 32

BARRELED PORK AND BEEF

Mess pork, regular.....	@ 34.00
Family back pork, 24 to 34 pieces.....	@ 33.00
Family back pork, 35 to 45 pieces.....	@ 33.00
Clear back pork, 40 to 50 pieces.....	@ 35.00
Clear plate pork, 25 to 35 pieces.....	@ 35.00
Beef, pork.....	@ 35.00
Brisket pork.....	@ 35.00
Plate beef.....	@ 24.00
Extra plate beef, 200-lb. bbls.....	@ 25.00

LARD

Prime steam, cash, Bd. trade.....	@ 11.17 1/4
Prime steam, loose, Bd. trade.....	@ 11.37 1/2
Refined lard, tierces, f.o.b. Chgo.	@ 13 1/2
Kettle rend., tierces, f.o.b. Chgo.	@ 14 1/2
Leaf, kettle rendered, tierces, f.o.b. Chgo.	@ 14 1/2
Neutral, tierces, f.o.b. Chgo.	@ 14 1/2
Compound, veg. tierces, c.a.f.	@ 10 1/4

OLEO OIL AND STEARINE

Extra oleo oil.....	12 1/2 @ 12 1/2
Prime No. 2 oleo oil.....	11 1/2 @ 11 1/2
Prime oleo stearine, edible.....	8 1/2 @ 9

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	
Valley points, prompt.....	@ 6
White deodorized, in bbls., f.o.b. Chgo.	9 1/2 @ 9 1/2
Yellow, deodorized.....	9 1/2 @ 9 1/2
Soap stock, 50% f.f.a. f.o.b. mills.....	1 1/2 @ 1 1/2
Soya bean oil, f.o.b. mills.....	5 1/2 @ 6
Corn oil, in tanks, f.o.b. mills.....	6 1/2 @ 6
Cocoanut oil, sellers' tanks, f.o.b. coast.	4 1/2 @ 4 1/2
Refined in bbls., f.o.b. Chgo.	@ 9 1/2

OLEOMARGARINE

(F. O. B. CHICAGO.)	
White domestic vegetable margarine....	@ 15
White animal fat margarine, in 1 lb. cartons, rolls or prints....	@ 15
Puff paste (water churned) (milk churned)	14 1/2 @ 14 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton.....	@ 32
Country style sausage, fresh in link.....	@ 27 1/2
Country style sausage, smoked.....	@ 24 1/2
Frankfurters, in hog casings.....	@ 22
Frankfurters, in sheep casings.....	@ 24
Bologna in beef bungs, choice.....	@ 21 1/2
Bologna in beef middles, choice.....	@ 21
Tongue sausage.....	@ 29 1/2
Blood sausage.....	@ 19 1/2
Souse.....	@ 20 1/2
Polish sausage.....	@ 25 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	@ 44
Thinner cervelat.....	@ 24
Pumper.....	@ 32
Holstein.....	@ 30
B. C. salami, choice.....	@ 40
Milano, salami, choice in hog bungs.....	@ 41
B. C. salami, new condition.....	@ 24
Frisse, choice, in hog middles.....	@ 40
Genoa style salami, choice.....	@ 45
Pepperoni.....	@ 38
Mortadella, new condition.....	@ 23
Capicola.....	@ 50
Italian style hams.....	@ 40
Virginia hams.....	@ 46

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to 24 oz.	\$ 6.00
Frankfurts style sausage, in sheep casings—	\$ 7.50

Investigate



**BEEF • PORK • VEAL • LAMB
CANNED FOODS
HAMS • BACON • LARD • SAUSAGE**

We specialize in carlot beef sales

JOHN MORRELL & CO.

General Offices: OTTUMWA, IOWA

Packing Plants: OTTUMWA, IOWA; SIOUX FALLS, SOUTH DAKOTA; TOPEKA, KANSAS

Dold

**NIAGARA BRAND
HAMS & BACON**

SHIPPERS OF STRAIGHT AND MIXED CARS OF

**BEEF - PORK - SAUSAGE - PROVISIONS
BUFFALO - OMAHA - WICHITA**

Krey's

St. Louis

Shippers of Straight and Mixed Cars

**Pork — Beef — Sausage — Provisions
HAMS and BACON**

"Deliciously Mild"

New York Office — 259 W. 14th St.

REPRESENTATIVES

*Murphy & Decker, Boston, Mass. H. D. Amies Washington, D.C.
M. Weinstein Co., Philadelphia, Pa. Baltimore, Md.*

**THE E. KAHN'S SONS CO.
CINCINNATI, O.**

**"AMERICAN BEAUTY"
HAMS AND BACON**

*Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions*

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON
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437 W. 13th St. 38 N. Delaware Av. 1108 F. St. S. W. 148 State St.



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-09 West 13th St.

HAMS • BACON • LARD • DELICATESSEN

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.



**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple

F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Chicago Markets

(Continued from page 45.)

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.	Per lb.	Per lb.
Allspice, Prime	16	17 1/2		
Reefited	16 1/2	18		
Chili Pepper, Fancy	..	23 1/2		
Chili Powder, Fancy	..	22		
Cloves, Amboyna	27	31		
Madagascar	18 1/2	22		
Zanzibar	21	24 1/2		
Ginger, Jamaica	18 1/2	20		
African	17	19		
Mace, Fancy Banda	65	70		
East India	60	65		
E. I. & W. I. Blend	..	60		
Mustard Flour, Fancy	..	22 1/2		
No. 1	15			
Nutmeg, Fancy Banda	26			
East India	22			
E. I. & W. I. Blend	19 1/2			
Paprika, Extra Fancy	29			
Fancy	28			
Hungarian, Fancy	24			
Pepita Sweet Red Pepper	23 1/2			
Pepper, (220-lb. bbls.)	22 1/2			
Pepper, Cayenne	28			
Red Pepper, No. 1	17 1/2			
Pepper, Black Aleppy	10 1/2	12		
Black Lampong	7 1/2	9		
Black Tellicherry	10 1/2	12		
White Java Muntok	12			
White Singapore	11	12 1/2		
White Packers	..	12		

SEEDS AND HERBS

	Ground	Whole. Sausage.
Caraway Seed	9	11
Celery Seed, French	21 1/2	25 1/2
Comino Seed	11 1/2	14
Coriander, Morocco Bleached	10	..
Coriander, Morocco Natural No. 1	8 1/2	10
Mustard Seed, Cal. Yellow	9	12 1/2
American	8	11 1/2
Marjoram, French	19	22
Oregano	13	16
Sage, Dalmatian Fancy	8 1/2	10
Dalmatian No. 1	8	9 1/2

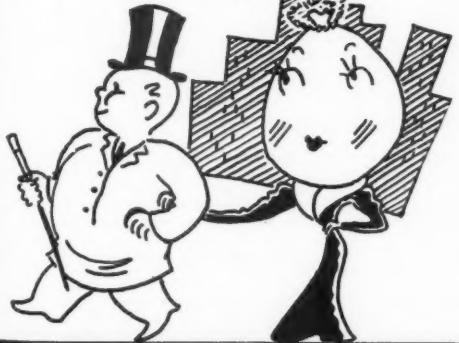
SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.	@ 18
Domestic rounds, 140 pack.	@ 32
Export rounds, wide.	@ 40
Export rounds, medium.	@ 26
Export rounds, narrow.	@ 42
No. 1 weasands.	@ 06
No. 2 weasands.	@ 05
No. 1 bungs.	@ 17
No. 2 bungs.	@ 13
Middles, regular	@ 35
Middles, select, wide, 2 1/2 in.	@ 45
Middles, select, extra wide, 2 1/2 in. and over	75 @ 80
Dried bladders:	
12-15 in. wide, flat.	.70
10-12 in. wide, flat.	.60
8-10 in. wide, flat.	.40
6-8 in. wide, flat.	.30
Hog casings:	
Narrow, per 100 yds.	2.40
Narrow, special, per 100 yds.	2.30
Medium, regular	2.10
English, medium	1.75
Wide, per 100 yds.	1.40
Extra wide, per 100 yds.	1.20
Export bungs	.27
Large prime bungs	.22
Medium prime bungs	.15
Small prime bungs	.12
Middles, per set.	.18
Stomachs	.11

Susie Sausage says:-



LIVE CATTLE

Steers, medium to good	\$ @ 14.00
Steers, medium	12.00 @ 13.25
Steers, common to medium	10.00 @ 11.25
Cows, good	8 1/2
Cows, common to medium	6.75 @ 8.00
Cows, low cutter to cutter	4.25 @ 6.50
Heifers, cutter to medium	7.50 @ 9.50
Bulls, common to medium	6.50 @ 7.75

LIVE CALVES

Vealers, choice	\$ @ 13.00
Vealers, medium to good	10.00 @ 12.50
Calves, good and choice	@ 10.10
Calves, medium and good	8.00 @ 9.00
Calves, common and medium	down to 6.00

LIVE HOGS

Hogs, good to choice, 160-200 lbs.	\$ @ 12.65
------------------------------------	------------

LIVE LAMBS

Lambs, good and choice	\$ @ 10.75
Lambs, good	8.00 @ 7.50
Lambs, cull and common	7.00 @ 7.50
Ewes, good	@ 5.00

DRESSED BEEF

City Dressed.

Choice, native, heavy	.29 @ 32
Choice, native, light	.28 @ 31
Native, common to fair	.24 @ 27

Western Dressed Beef.

Native steers, 600 @ 800 lbs.	.26 @ 28
Native choice yearlings, 440 @ 600 lbs.	.25 @ 28
Good to choice heifers	.29 @ 24
Good to choice cows	.18 @ 20
Common to fair cows	.15 @ 17
Fresh bologna bulls	.11 1/2 @ 12 1/4

BEEF CUTS

Western.

City.

No. 1 ribs	.35 @ 37
No. 2 ribs	.32 @ 34
No. 3 ribs	.28 @ 36
No. 1 loins	.45 @ 48
No. 2 loins	.38 @ 40
No. 3 loins	.30 @ 32
No. 1 binds and ribs	.31 @ 33
No. 2 binds and ribs	.25 @ 30
No. 1 rounds	.22 @ 23
No. 2 rounds	.21 @ 21
No. 3 rounds	.19 @ 20
No. 1 chuck	.23 @ 25
No. 2 chuck	.20 @ 21
No. 3 chuck	.19 @ 21
Bologna	.11 1/4 @ 12 1/4
Rolls, reg. 6 1/2 lbs. av.	.23 @ 25
Rolls, reg. 4 1/2 lbs. av.	.18 @ 20
Tenderloins, 4 1/2 lbs. av.	.50 @ 60
Tenderloins, 5 1/2 lbs. av.	.50 @ 60
Shoulder clods	.16 @ 18

DRESSED VEAL

Good	.21 @ 22
Medium	.20 @ 21
Common	.18 @ 20

DRESSED SHEEP AND LAMBS

Lambs, spring, prime	.21 @ 22
Lambs, spring, good	.20 @ 21
Lambs, 38 lbs. down	.18 @ 20
Sheep, good	.11 @ 13
Sheep, medium	.9 @ 11

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$.18.25 @ 18.75
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FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.	.27
Pork tenderloins, fresh	.39
Shoulders, Western, 10 @ 12 lbs. av.	.22
Butts, boneless, Western	.28
Butts, regular, Western	.27
Hams, Western, fresh, 10 @ 12 lbs. av.	.25
Picnic hams, West. fresh, 6 @ 8 lbs. av.	.18
Pork trimmings, extra lean	.23
Pork trimmings, regular 50% lean	.19
Spareribs	.18

SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.	.28 @ 20
Regular hams, 12 @ 14 lbs. av.	.28 @ 20
Skinned hams, 10 @ 12 lbs. av.	.28 1/2 @ 20 1/2
Skinned hams, 12 @ 14 lbs. av.	.28 1/2 @ 20 1/2
Skinned hams, 16 @ 20 lbs. av.	.27 @ 28
Picnics, 4 @ 6 lbs. av.	.24 1/2 @ 25 1/2
Picnics, 6 @ 6 lbs. av.	.23 1/2 @ 24 1/2
City picnics bellies, 8 @ 12 lbs. av.	.28 @ 20
Bacon, boneless, Western	.33 1/2 @ 34 1/2
Bacon, boneless, city	.30 @ 34
Rollettes, 8 @ 10 lbs. av.	.24 1/2 @ 25 1/2
Beef tongue, light	.24 @ 24
Beef tongue, heavy	.25 @ 25

FANCY MEATS

Fresh steer tongues, untrimmed	.16c a pound
Fresh steer tongues, 1. c. trimmed	.28c a pound
Sweetbreads, beef	.35c a pound
Sweetbreads, veal	.70c a pound
Beef kidneys	.14c a pound
Mutton kidneys	.4c each
Livers, beef	.25c a pound
Oxtails	.30c a pound
Beef hanging tenders	.30c a pound
Lamb fries	.12c a pair

BUTCHERS' FAT

Shop Fat	\$.275 per cwt.
Breast Fat	\$.350 per cwt.
Edible Suet	.525 per cwt.
Inedible Suet	4.00 per cwt.

GREEN CALFSKINS

5-9 9 1/2-12 1/2 12 1/4-14 18 18 up	per ton.
Prime No. 1 veals, 16	2.35 @ 2.65 3.10
Prime No. 2 veals, 15	2.15 @ 2.40 2.80
Buttermilk No. 1...13	2.05 @ 2.35
Buttermilk No. 2...12	1.90 @ 2.15 2.20
Branded gruby	.7 1.05 @ 1.20 1.25 1.50
Number 3	.7 1.05 @ 1.20 1.25 1.50

BONES AND HOOFs

Round shins, heavy, delivered basis	\$.80.00 @ 85.00
Light, delivered basis	70.00 @ 75.00
Flat shins, heavy, delivered basis	60.00 @ 65.00
Light, delivered basis	55.00
Thighs, blades and buttocks	62.50
White hoofs	75.00
Black and striped hoofs	50.00

COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	\$.147 1/2 @ 1.50
Ash pork barrels, galv. hoops	1.55 @ 1.57 1/2
Oak pork barrels, black hoops	1.87 1/2 @ 1.40
Oak pork barrels, galv. hoops	1.45 @ 1.47 1/2
White oak ham tierces	2.32 1/2 @ 2.35
Red oak lard tierces	2.07 1/2 @ 2.10
White oak lard tierces	2.17 1/2 @ 2.20

S. OPPENHEIMER & CO., INC.

610 ROOT STREET
CHICAGO

470 WASHINGTON STREET
NEW YORK

Week Ending October 2, 1937

Page 47

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Superintendent

with many years practical all-around packinghouse operating experience, covering beef or pork and small stock, slaughtering, processing, manufacturing, etc. Employed several years both medium and small plants as general superintendent. Organize and handle labor efficiently; operate plant with minimum cost. W-902, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Branch House or Plant Manager

Man with successful branch house and independent plant manager experience wants position. Knows the packinghouse business thoroughly. Understands costs, credits and finances. Good merchandiser. Can build up sales and profits. Excellent references. W-901, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef Salesman, Livestock Buyer

Combination beef salesman and livestock buyer is interested in securing position with packer. Thorough knowledge of all plant operations and handling of men. Willing to go anywhere. W-903, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Sausage Foreman

Position wanted by sausagemaker and foreman. Lifetime experience, best references. Make full line of sausages, loaves, specialties, all cured meats, lard, compounds. Had full charge several places. Either small or large plant or start new plant. Reasonable salary. Address P. O. Box 771, Portland, Oregon.

Manufacturing Superintendent

Now available, high-class man who can build up your business with quality products of vacuum cooked meats, meat specialties, bologna, dried sausages, fanciest cold cuts, all canned meat products, mayonnaise, etc., also curing expert. Has worked successfully for best concerns. Consider only A-1 concern. Prefer personal interview. W-893, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Supervisor or Asst. Supt.

Energetic young man, with general experience in all departments, seeks connection with small, medium or large independent packer as supervisor or assistant superintendent. W-862, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Position wanted by experienced, capable sausage foreman. Thoroughly qualified through training and many years' experience to produce standard and high-grade sausage, loaves, specialties and baked and boiled hams. Excellent references. Married. Steady and sober. Can go anywhere. W-898, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Ill.

Superintendent

Wanted, position as superintendent, sales manager or supervisor; 25 years' experience selling and manufacturing packinghouse products. Principal interest is manufacturing and selling sausage and cooked meats. W-892, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Ill.

Miscellaneous

Biochemical Investigations

Bacteriological and biochemical investigations related to meats and meat products. Lyons Research Laboratories, 204 S. Wisner St., Jackson, Michigan. D. C. Lyons, Ph. D., Dir.

Plants for Sale

Plant for Sale

For sale, modern packing plant in Missouri, now operating up to capacity. Owner desirous of retiring from business. Cash required about \$30,000. W-901, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausage Factory

Excellent opportunity to buy modern, fully equipped sausage factory in town of 60,000 population near Chicago. Now doing good, active business in Chicago and suburbs. Will let go at sacrifice price for quick sale. For further particulars address FS-886, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Small Packing Plant

For sale, small packing plant in full operation in eastern Ohio, completely equipped with killing floor, sausage kitchen, smokehouses, livestock pens. Railroad siding at plant with three connecting railroads. Plenty of room for expansion with 3,000,000 population in 40-mile radius; good livestock territory. Ideal location for branch house or small packer, who understands business. FS-888, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Retorts, Mixers, Conveyors

Wanted, retorts, mixing equipment, roller conveyors. W-899, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Label Machine

Wanted, label machine for 3 x 407 cans. W-900, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Equipment

Wanted to buy used grinder, cutter, mixer, cookers, and any sausage factory equipment. Describe fully quoting best price. Mulberry Market, Macon, Georgia.

Equipment for Sale

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

M & M Hog

For sale, one Mitt & Merrill, Style 13 C. D. Hog, complete with coupling and mounted on base; one 60-HP 3-phase, 60-cycle, 220-volt, A. C. motor, 1200 R. P. M. Both complete for \$1,000 F.O.B. Utica, N. Y. in first-class condition. FS-881, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Used Equipment for Sale

For sale, "Boss" power hog casing cleaning machine, direct-connected; diameter of cylinder 17½ in., width 18 in., 3-horsepower motor, 220-volts, 3-phase, 60-cycle, alternating current. Good condition. Price \$345; 6 months to pay. Apply Wilmington Provision Company, Wilmington, Del.

Rendering Equipment

For sale, 2 reconditioned dry rendering cookers, size 5 ft. by 8 ft. Like new. W-896, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Molds

For sale, 250 wire sausage molds, size 14 in. x 4 in. x 4 in. Good condition. Oscar Mayer & Co., Inc., Madison, Wis.

Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P. AC motors, complete with tempering apparatus; 2 Anderson RB Expellers; two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Allbright Neil 2½ ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers 10' dia.; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Grindel Hammer Mill; one 24 in. x 9 in. Gruendel Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 166 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY
14-19 Park Row, New York, N. Y.
Shops and Plant
331 Doremus Ave., Newark, N. J.

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OF THESE
OPPORTUNITIES

The National Provisioner

UNITED DRESSED BEEF COMPANY

J. J. HARRINGTON & COMPANY

City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

43rd & 44th Streets
First Ave. and East River

NEW YORK CITY

Telephone
Murray Hill 4-2900

Selected Beef and Sheep Casings

THE
CASING HOUSE
BERTH. LEVI & CO., INC.
ESTABLISHED 1842

NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON



PATENT SEWED CASINGS

Manufactured Under Sol May Methods

by the PIONEERS
of Sewed Sausage Casings

HOG BUNGS—HOG BUNG ENDS—BEEF MIDDLE

PATENT CASING COMPANY

617-23 West 24th Place
Chicago, Illinois

John Crampton & Company, Ltd.

Established 1849

MANCHESTER, 15

ENGLAND

The Leading Butchers' Supply House
in Great Britain and Ireland

**Let Us Sell Your Products in
Great Britain and Ireland**

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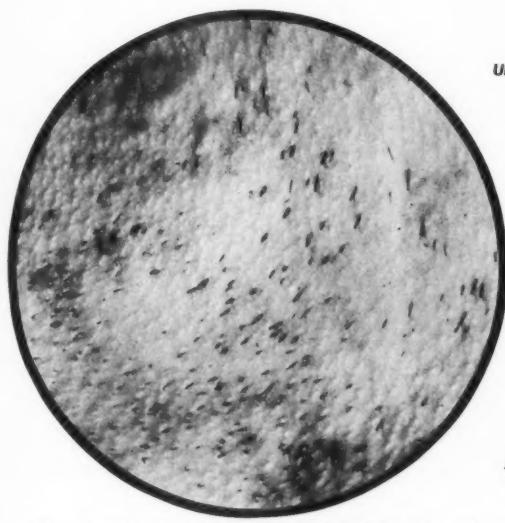
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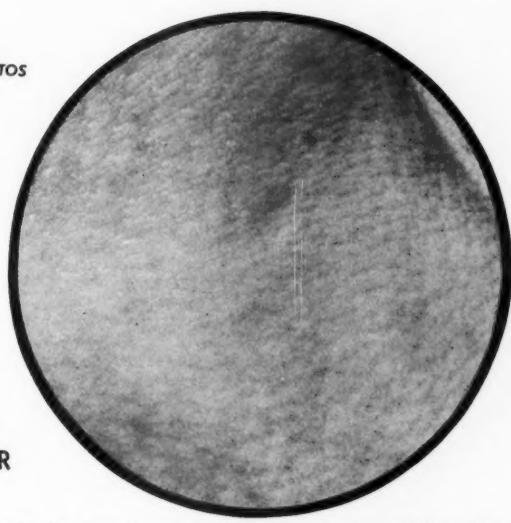
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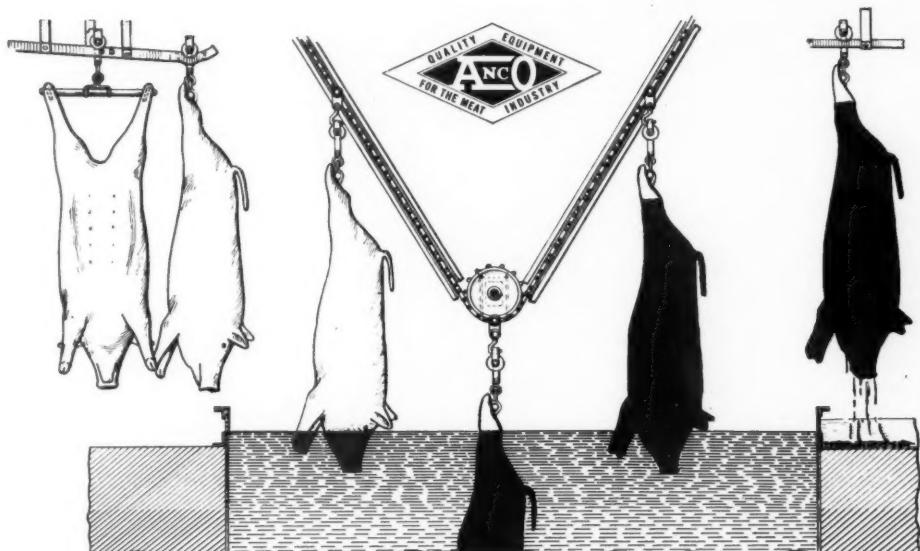
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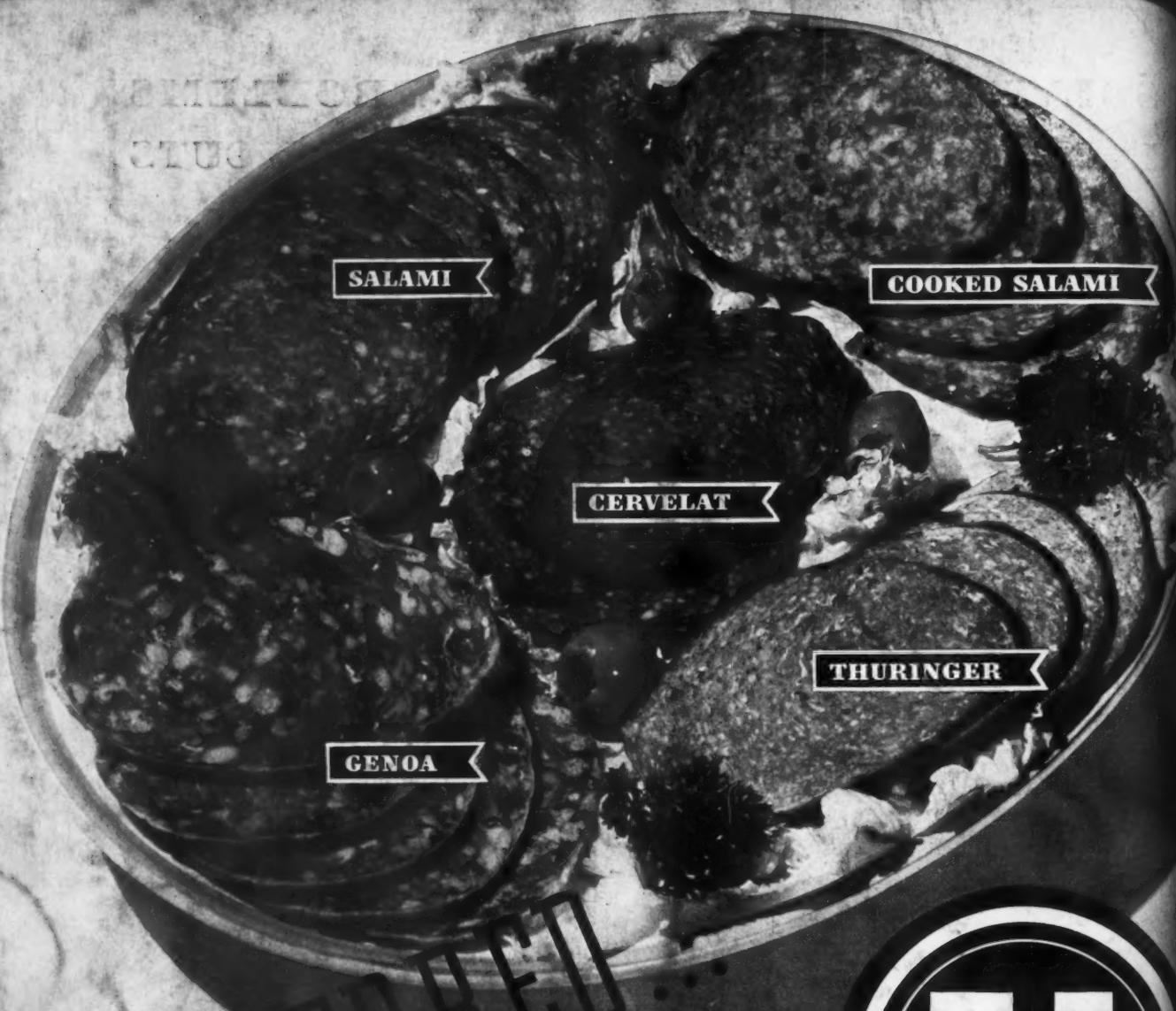
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